

FIG. 1A

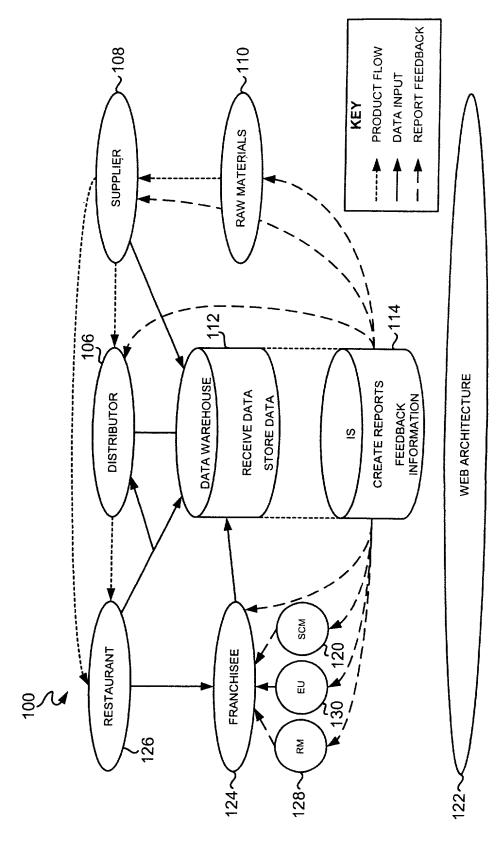


FIG. 1B

82,000

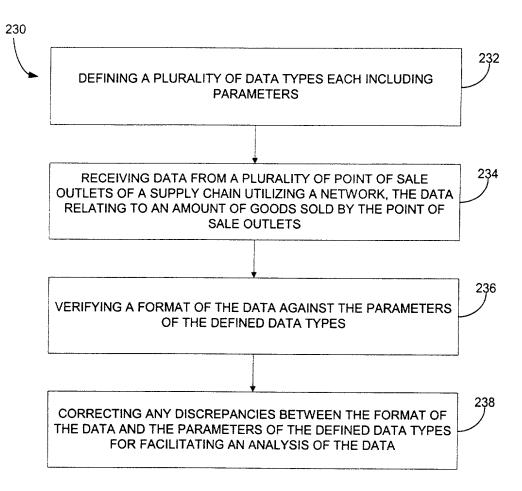
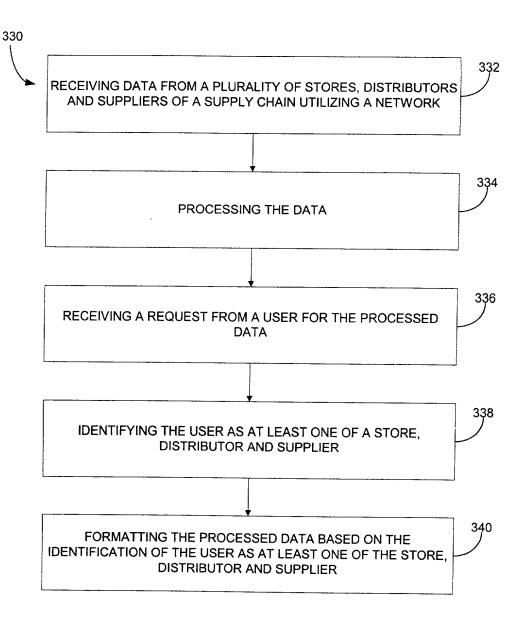


FIG. 2



8 - 9 -

FIG. 3

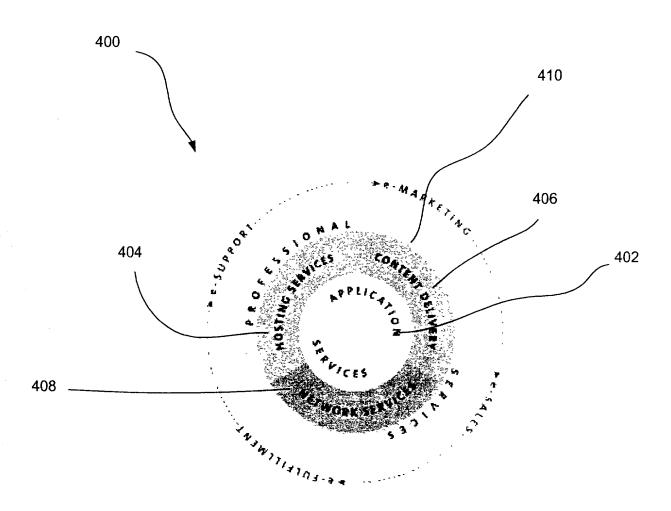


Fig. 4

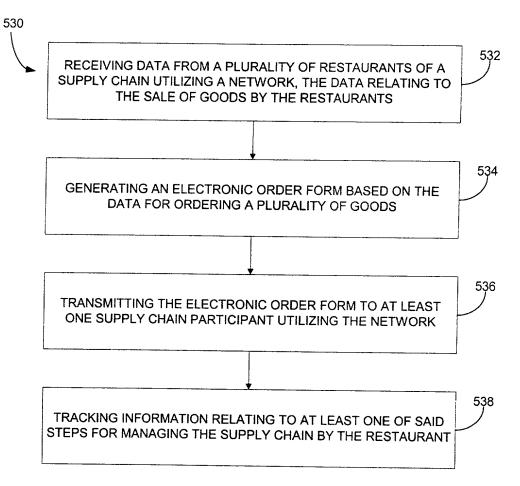


FIG. 5

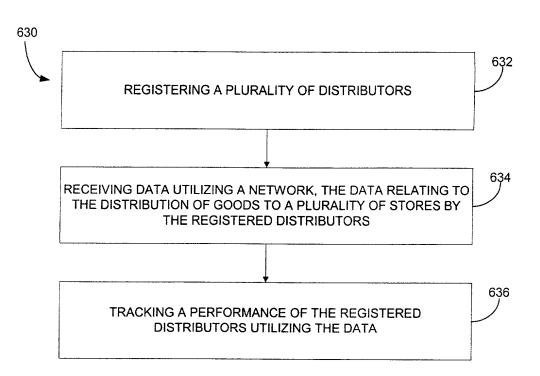


FIG. 6

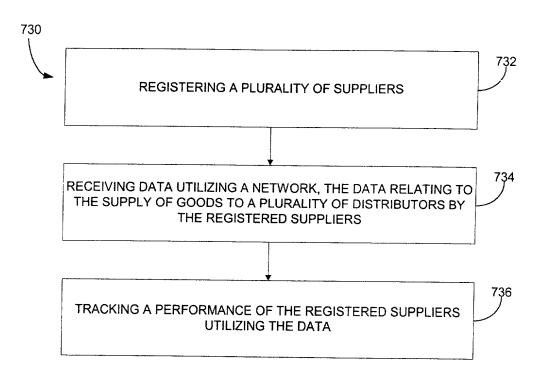


FIG. 7

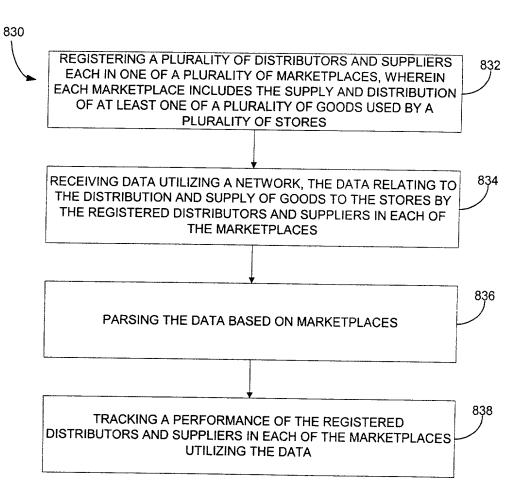


FIG. 8

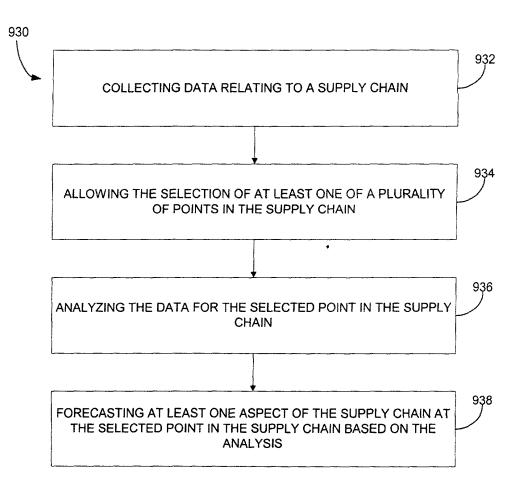


FIG. 9

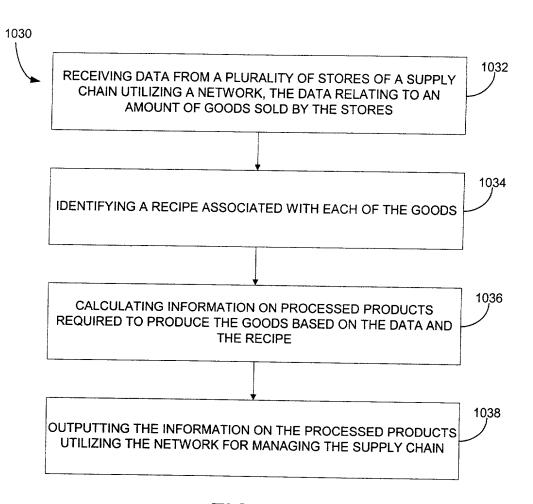


FIG. 10

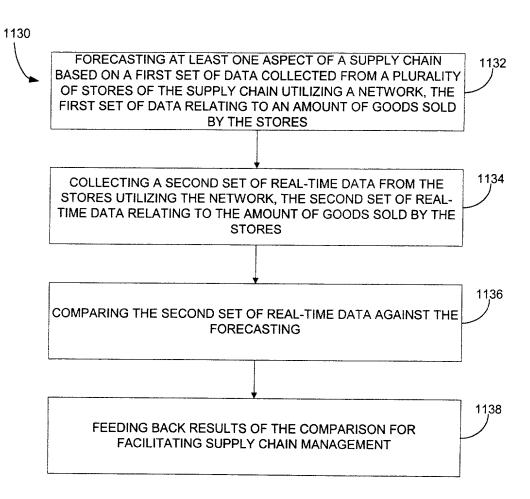
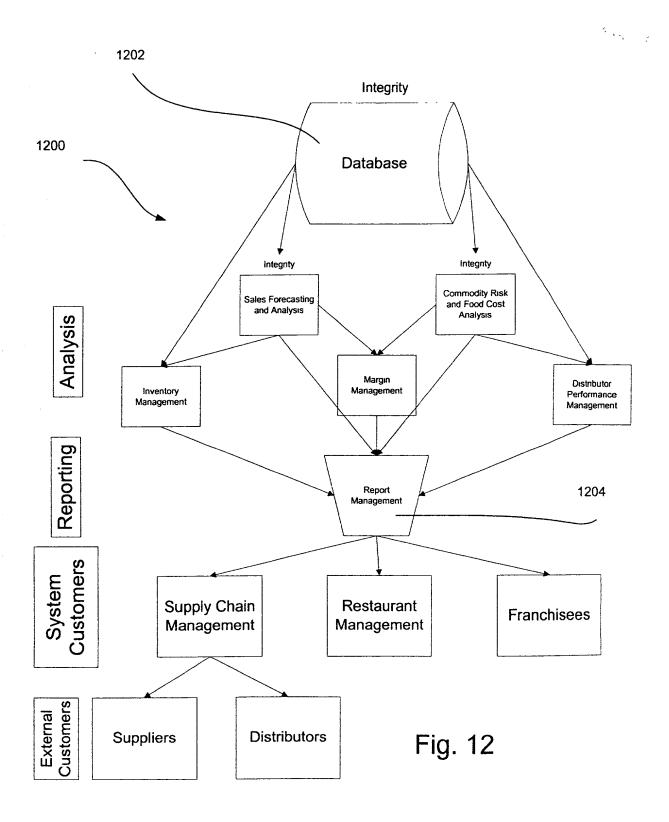


FIG. 11



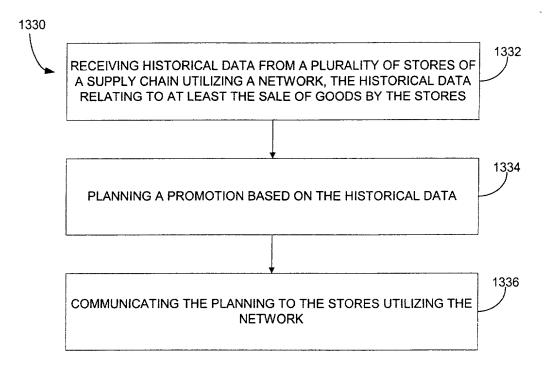


FIG. 13

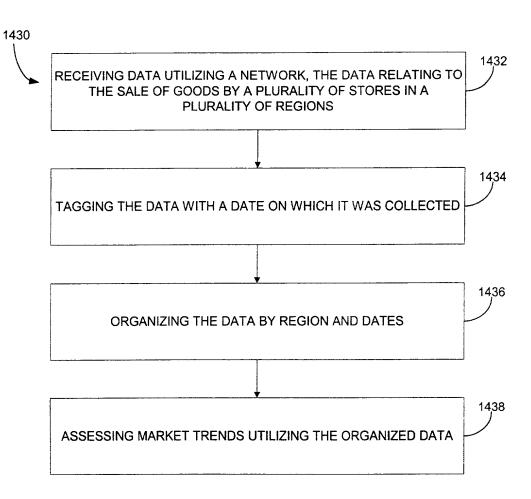


FIG. 14

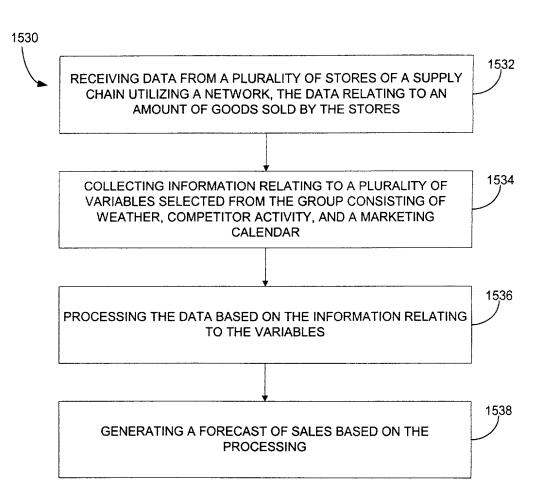


FIG. 15

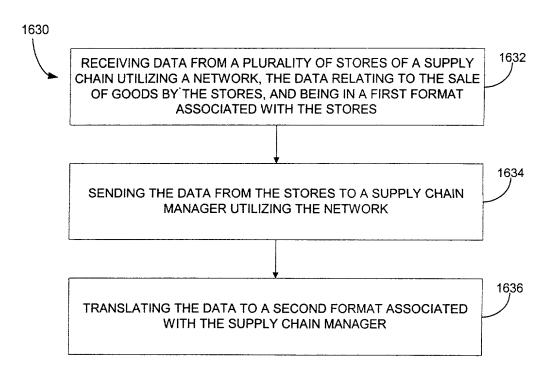


FIG. 16

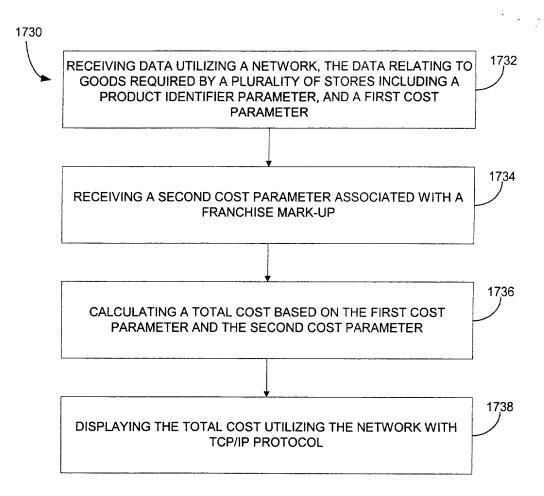


FIG. 17

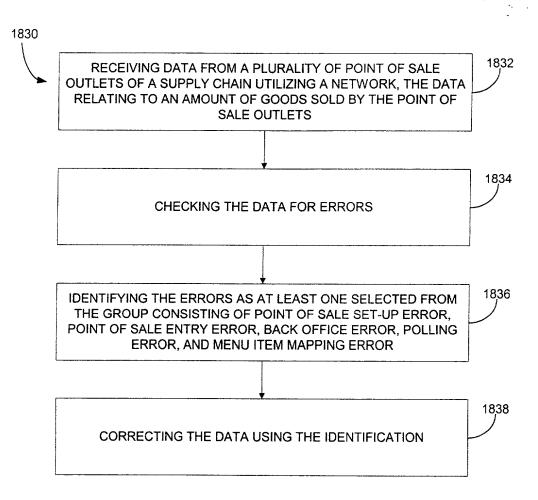


FIG. 18

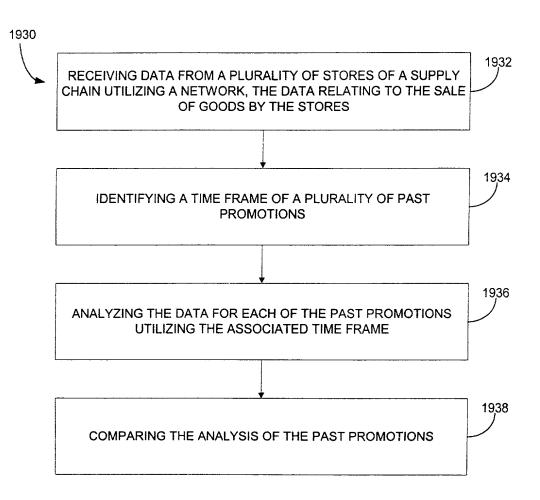


FIG. 19

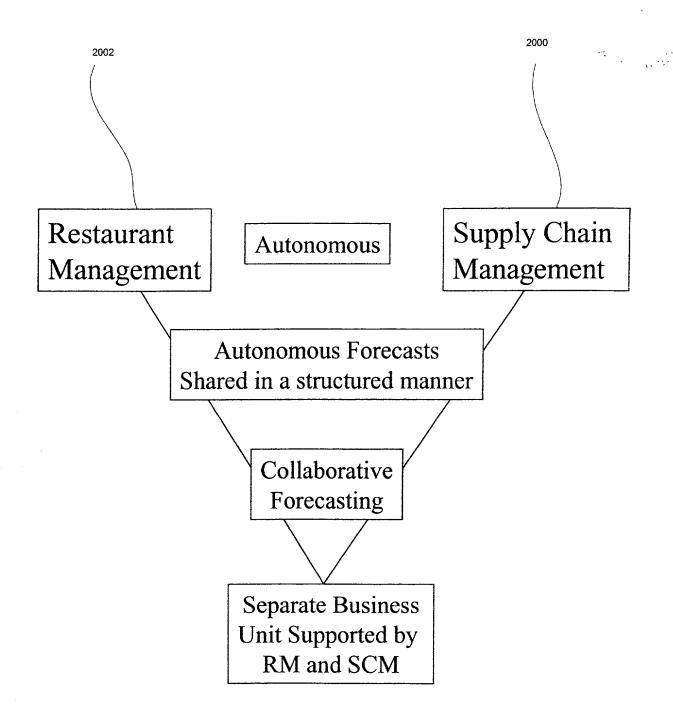
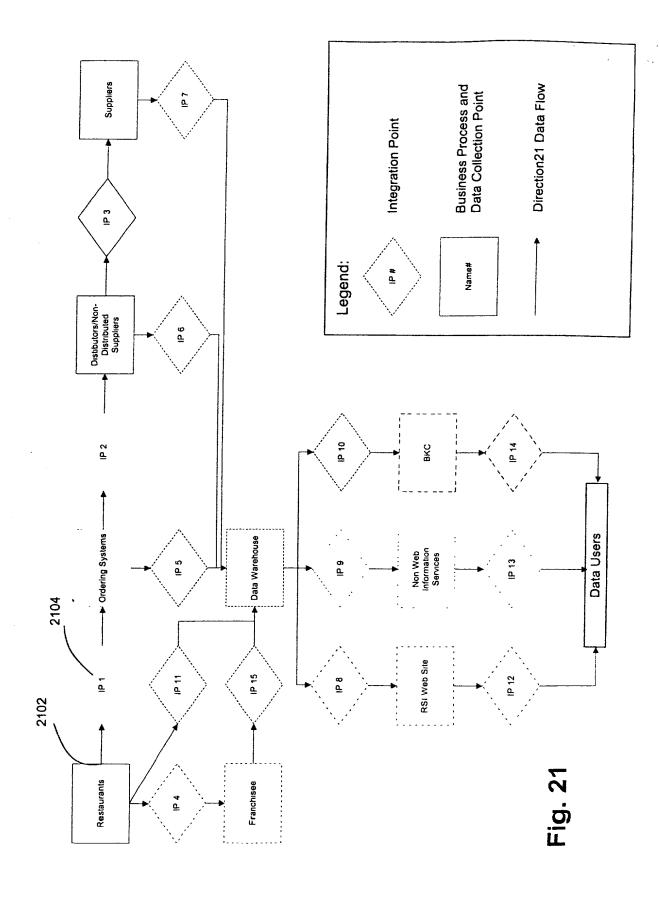
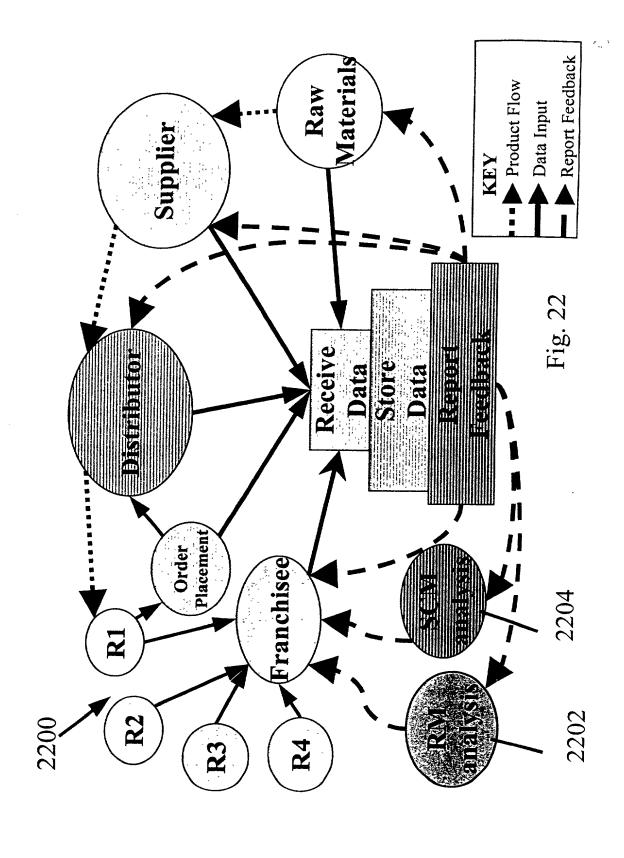


Fig. 20





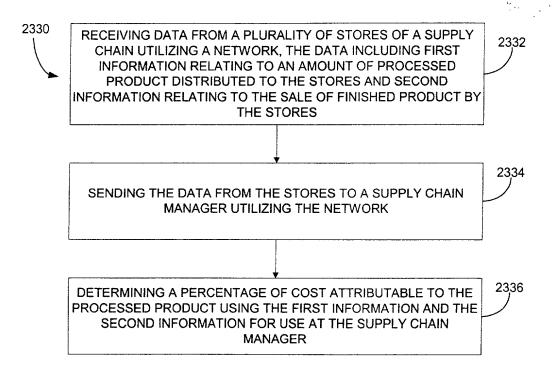
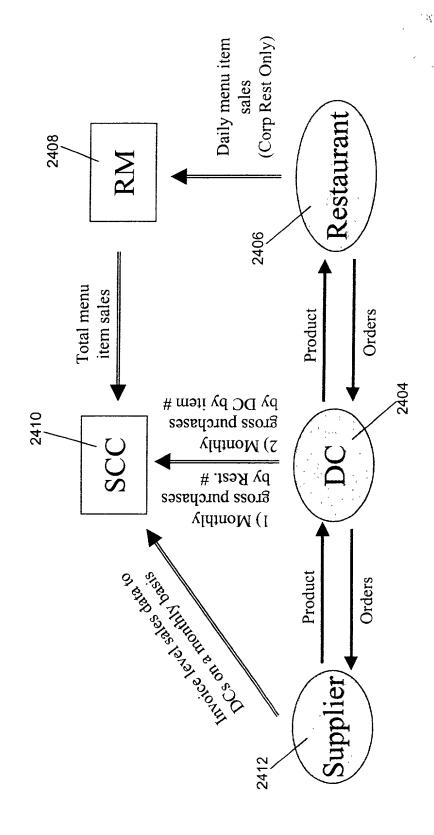
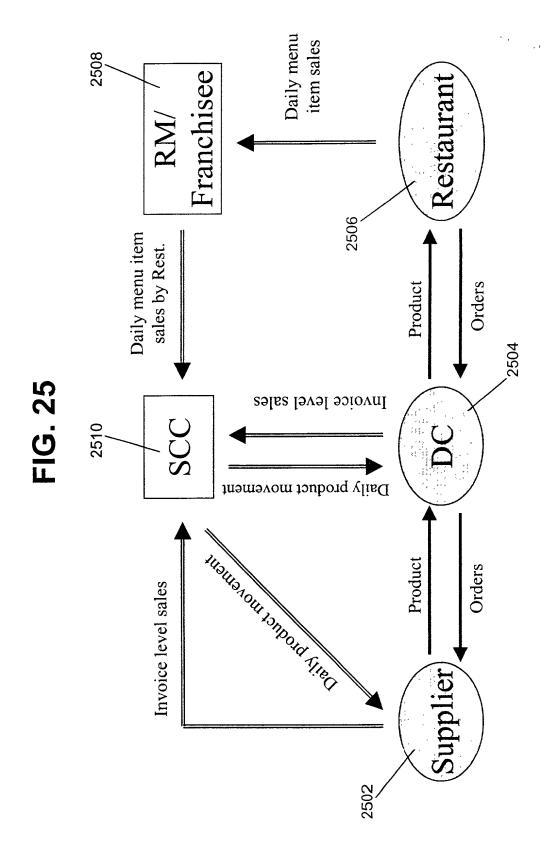


FIG. 23





2600					正	<u>G</u>	FIG. 26									
, y	2602		:		Sa	les Fo	oreca	st Wo	Sales Forecast Worksheet - System	et - S	vstem			Ì	2604	
				ξ								Fore	ast			
Week	ō	8	9- ×	W-5	₹	ε ?	×-2	<u>-</u>	×+4 ×+4	₩ +2	W+3	¥±4	W+5	9+∧	03	9
GRP's													l			
Ntn'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																•
Seasonality Index																
Sales History/Forecast Total (\$/stor	/store)															
Key Products by Menu Item (units/day/store)	s/day/stc	ore)														
SandaOH/W	437	227	203	207	103	727	207	200	ć	44.0	נ נו	Ç	,	0	ç	; (
WHOPPERS WICHERSE	200	172	143	140	 	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	106	172) (4)	1,7	200	400	4 - ر د د د	408 208	704	377
YWVM WHOPPERS	805	723	2 5	692	623	267	921	200	2 6	943	8/-	5 5	202	202	707	164
etc							5	3	3	2	040	2	000	0	è	<u>-</u>
Key Products by Inventory Item (cases/day/store)	cases/da 	ay/store	_													
Beef-Whopper 4.0 oz	10.1		7.3	7.2	9.9	8.0	9.8	9.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	6
Cheese-American Sliced	0.3		0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0 0
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.5	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8		1.3	1.3	1.2	4.4	1.7	1.6	1.7	1.8	1.7	8.	6	19	4	1 6
Wrap Whopper	0.4		0.3	0.3	0.2	0.3	4.0	0.3	0.3	0.4	0.3	4.0	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9		1.4	4.	1.2	1.5	1.8	1.7	<u>4</u> 60	6.1	1.8	2.0	2.1	2.0	7.	1.7
Bun-Whopper 5" (dozen)	120.8	$\overline{}$	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	08.7
Lettuce - shredded	3.4		2.5	2.4	2:5	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4 4	4.0	4.3	4.6	4.3	4.7	4.9	6.4	3.5	4.
Onions - sliced	4.5		3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4 9	3.5	4.
etc																

FIG. 27

		Promotional Monitor - System & Regional	onal Mc	nitor -	System	& Regid	onal						
			History	VIC.					Week #1	#1			
		W4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	9+Q	D+7	Total
Total Sales(\$/Store)	re)	\$23,000 \$23,500 \$23,250 \$23,450	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200 \$26,250	\$26.250
Menu Item Sales	Menu Item Sales for Key Products(units/restau	urant/week)			1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			18.					-
Category	Segment	-								c :	•		ā,
Whopper	WHOPPERS	215	211	228	569	32	용	37	37	40	99	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	2	23	35	56	165
	YWWM WHOPPERS	669	629	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Exp	Variance from Expected (Highlighed Areas are Or	utside of Expected Range)	pected F	ange)									
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	%0.6	6.6%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	2.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	%9 :6-	-23.4%	4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	%6.9
		•											•

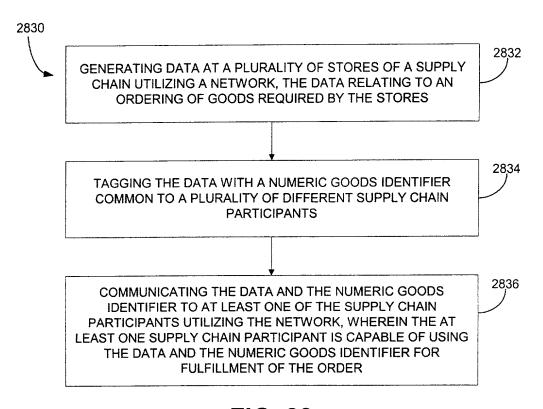
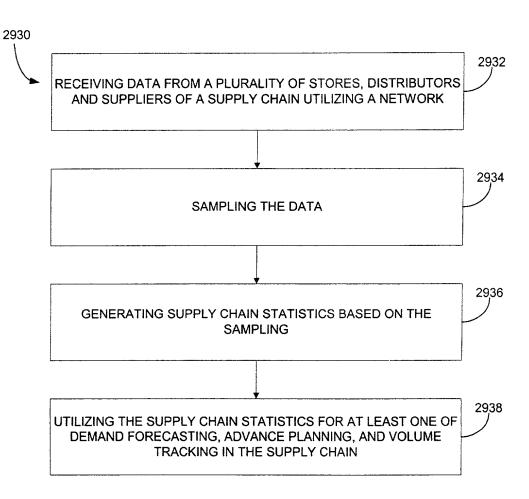


FIG. 28



\$ 7477

FIG. 29

3000 Jun-00 Distribution Center: Alliant Topeka Time Period (Month/Yr): **Delivery Order Fill Rate**

	3002
Total Cases Ordered:	
d: 65712	

					Overlooked and	
Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Not Returned	T
Cases:	154	89	62	284		
Percent	0.23%	0.10%	%60'0	0.43%	%00'0	
						l

otal Operations 568 0.86%

> 1060 1.61%

Total Purchasing

Out of Code

Substitutions

Out of Stocks

3004 Purchasing:

Cases:	088	lo)	
Percent:	1.51%	0.11%	0.00%
Distribution Center Total:	Cases	Percent	
Operations:	268	0.86%	
Purchasing:	1060	1.61%	
Grand Total:	1628	2.48%	

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

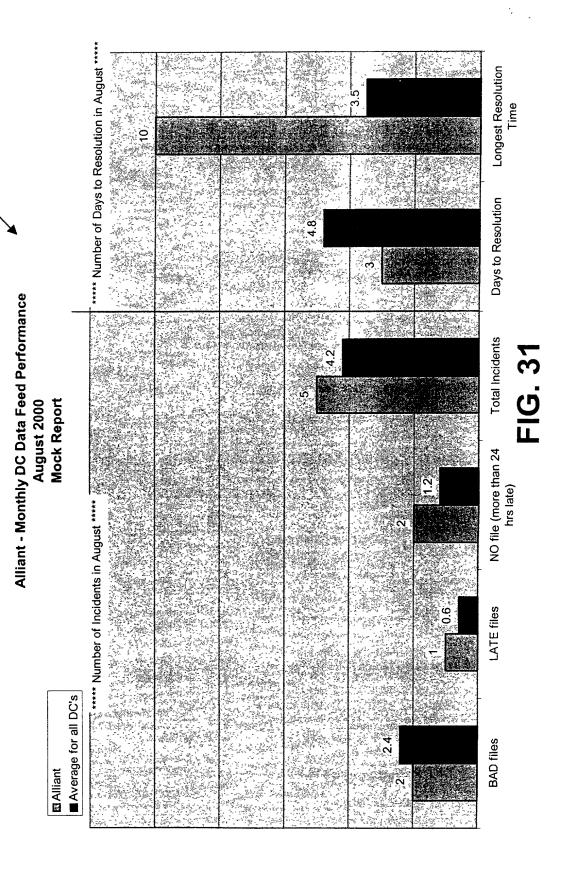
# of On-Time Deliveries:	1232
On-Time Delivery Rate:	0.00%

Perfect Order Rate

liveries: 1232	Orders: 725	er Rate: 58.85%
Total # of Deliveries:	Total # of Perfect Orders:	Perfect Order Rate:

FIG. 30

3100



运行。



Service Level Reporting August

	子会 FIII Rate 合作	* On Time	Perfect Order
Alliant-Paducah 🛰 🐇 🐇	99.14%		
Alliant-Topeka			
Alliant Wixom	%90.66		
King-Atlanta	99.34%		78.70%
King-Jacksonville			
King-Louisville			
Maines 29, Conklin 🛸 🛸	99.41%	A CONTRACTOR OF THE CONTRACTOR	79 25%
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England			79.83%
MBM Fullerton	99.13%		#DIV/0i
MBM Lewisville			#DIV/0i
MBM Orlando		A	#DIV/0i
MBM Rocky Mount	99.13%		#DIV/OI
McCabe's			
McLane Lubbock	10/AIG#	#DIV/0i	#DIV/0i
Nicholas & Co.			
PFD Supply	99.16%		
PFG Victoria	99.42%	i0/AIQ#	The control of the time of the state of the
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids	%50.68		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	%80.66	76/0/36 S.	Part 1 - 80 47%
Shamrock Commerce City		See the second section of	189 (189)
Shamrock Phoenix 💨 💨	98.81%		
Sygma Harrisburg 🐣 🐣	The state of the s		
Sygma Stockton	The state of the s		
Sysco.			
		Second Springer and second sec	And the second s

OK	Didn't meet RSI Min	Didn't meet BK Min

FIG. 32

3200

Vendor:

Time Period:

XYZ Company

3300

Aug-00

Delivery Statistics:

3300

Inventory Management:

%56 95% 0.93 4 On-Time Delivery Percentage DC Adherence to Lead-Time DC Requested Lead-Time

Days Delivery Late

Average Days On Hand Max Days On Hand SKU #2 SKU#1

19

SKU #1 SKU #2

32

40

Monthly Carrying Cost Average as % FOB SKU #2 SKU#1

42,513 12,589 1.25%

Invoice, Payment and Pricing:

Hours Delivery Late

Monthly Freight Variance Monthly Total Variance Monthly FOB Variance Days for Payment

33,746

30,152 3,594

Perfect Order Percentage Invoice Accuracy: PO Accepted Rate

Invoice Fill Rate

97.25%	%00.66	92.34%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance August 2000

Longest Resolution Time Days to Resolution Total Incidents **Mock Report** NO file (more than 24 hrs late) Average for All DC's ■H & H Foods LATE files 3400 BAD files

FIG. 35

Service Level Reporting November - Mock Report

	Overchärge	Percentage / // // // // Percentage
GOODIES CONTRACTOR OF THE PROPERTY OF THE PROP		
COMARK INSTRUMENTS, INC.		
WHITEFORD FOODS, INC.		
LEPAGE BAKERY / COUNTRY KITCHE	のでは、100mmの	
NCR-SYSTEMEDIA	And the second control of the second	
SIGNATURE MEATS GROUP	A Company of the Comp	The second secon
SCHWEBEL'S BAKING CO	And the second s	en e
MAUL GUP	And the second section of the second section section of the second section	
MIRA PLASTICS	egy in appropriate and the segmentation of the second of the segmentation of the second of the secon	The property of the control of the c
DIXIE PRODUCE & PACKAGING		
NOR-LAKE, INC.		
FORT JAMES OPERATING COMPANY	The second secon	
FRESH ADVANTAGE, KC		
SILVER KING - MN - CORP		
TYSON FOODS	A Company of the Comp	
READY ACCESS		
GEORGIA PACIFIC TISSUE		Will the word of the comment of the
CLOUGHERTY PACKING		A second
BEVERAGE - AIR F	The second secon	Commence of the Commence of th
COMPONENT HARDWARE GROUP, INC.		
COCA - COLA USA	1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	
TOASTMASTER :		**** * ***** ***** *** *************
GRANT COUNTY FOODS		★ 1.5 196.3% - 1.3 ★ 1. 1. 2.20% - 1.3 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.
FRESH EXPRESS	The second se	
TAYLOR FARMS		
MODULAR DISPENSING SYSTEM	The second secon	
CENTURY PRODUCTS, LLC		
ROSE PACKING COMPANY		

	Monthly Total	Perfect Order	Monthly Carrying
	Overcharge	Percentage	% Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

#JOK Didn't meet RSI Min.

3500 <

3600

Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index Plan Actual	99.75	99.69 99.10	99.20 98.90	98.63	100.33	100.49	101.12	100.44	99.92
Variance Good/(Bad)		0.59	0:30						
Total Dollar Purchases (in Millions) /2	(in Millions) /2								
Plan Actual	\$2,237.24	\$183.98 \$182.84	\$182.73 \$182.08	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Variance Good/(Bad)		\$1.14 0.6%	\$0.65 0.4%						

/1 Includes on food cost index items. /2 Based on FY 99 Sales Volumes

FIG. 36

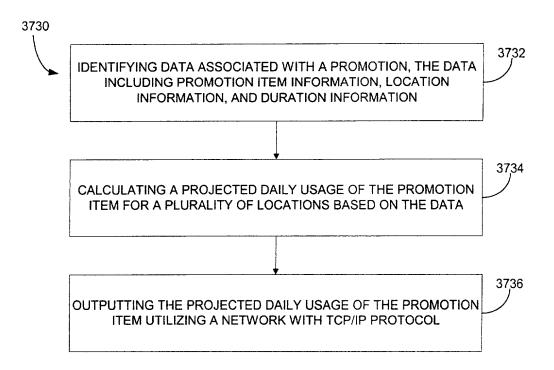


FIG. 37

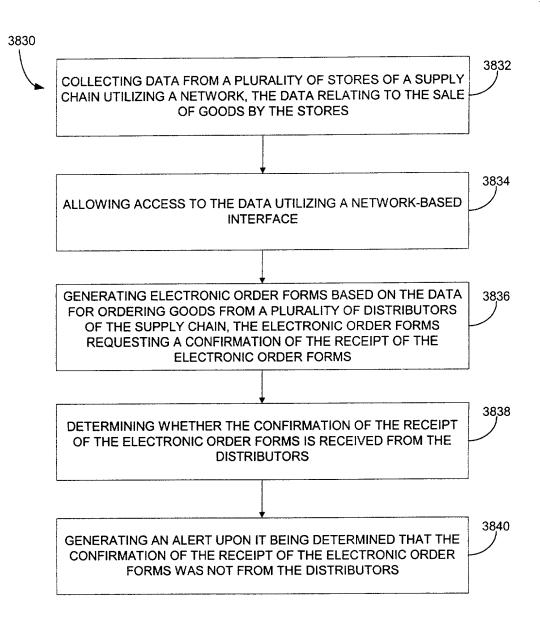


FIG. 38

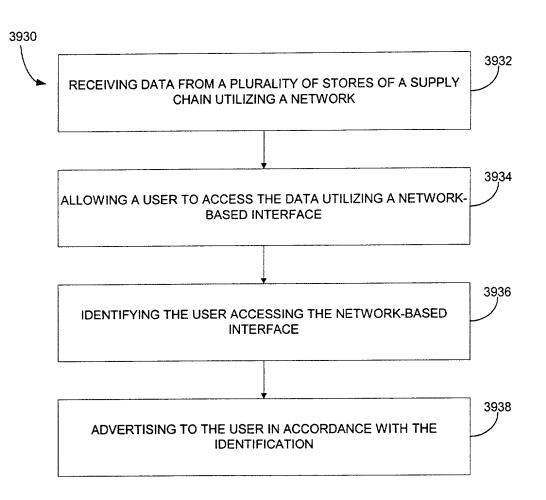


FIG. 39

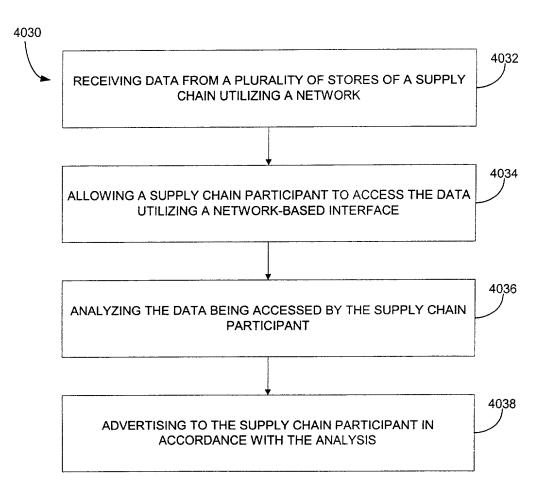


FIG. 40

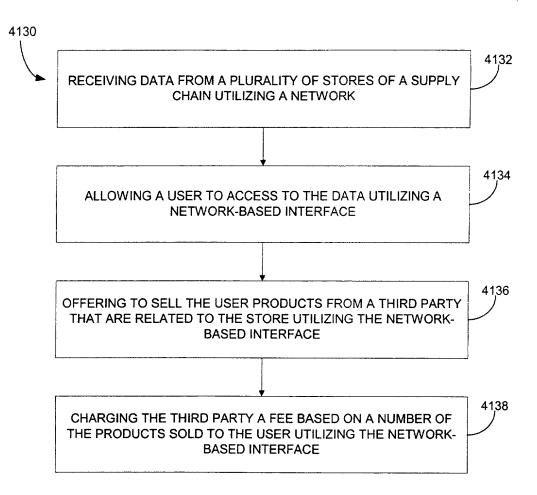


FIG. 41

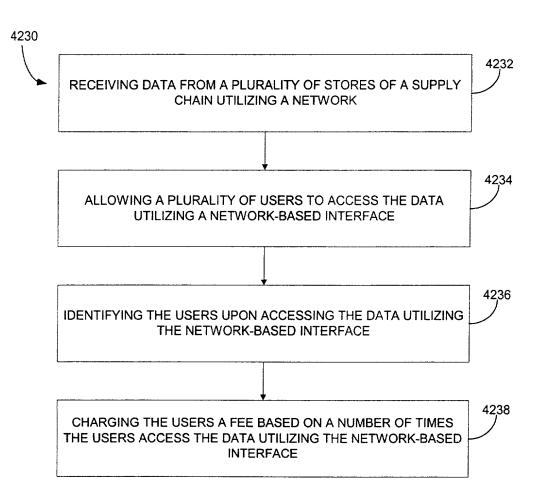


FIG. 42

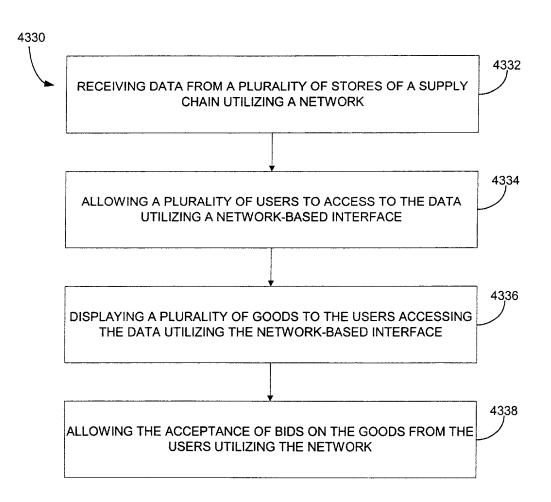


FIG. 43A

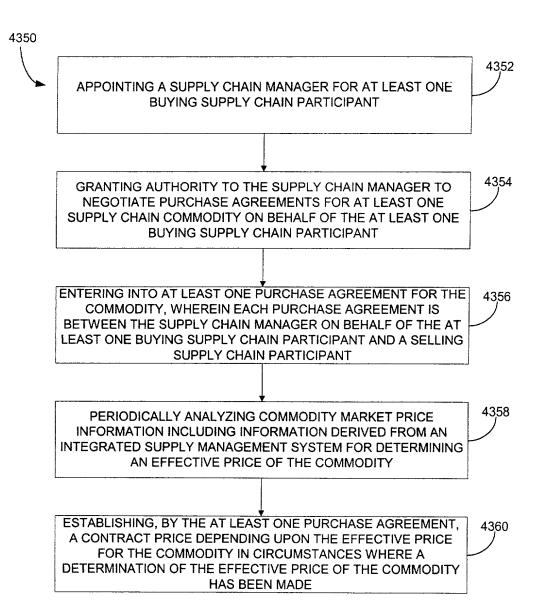


FIG. 43B

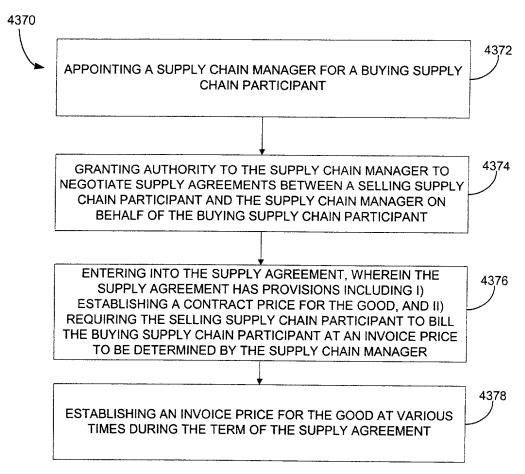


FIG. 43C

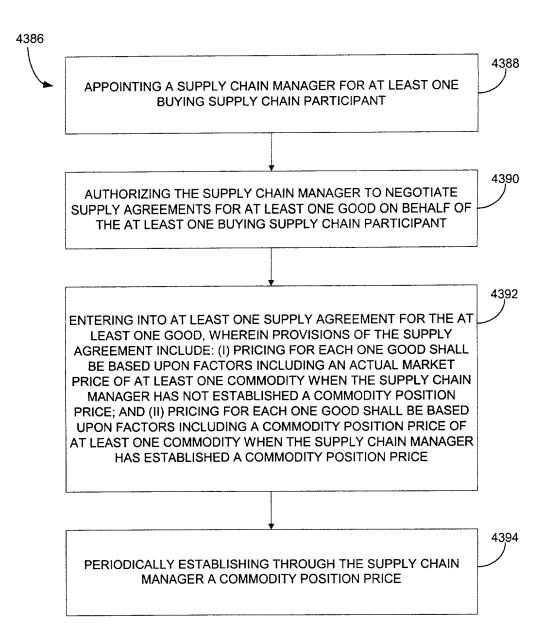


FIG. 43D

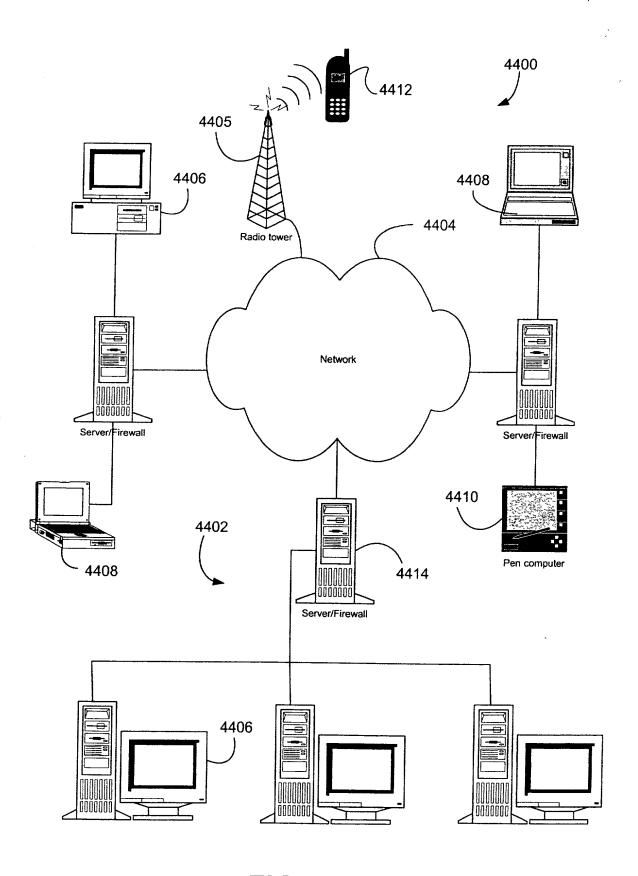


FIG. 44

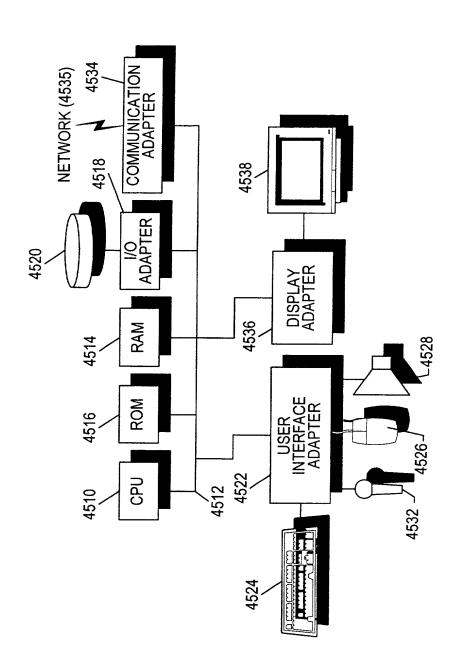


FIG. 45

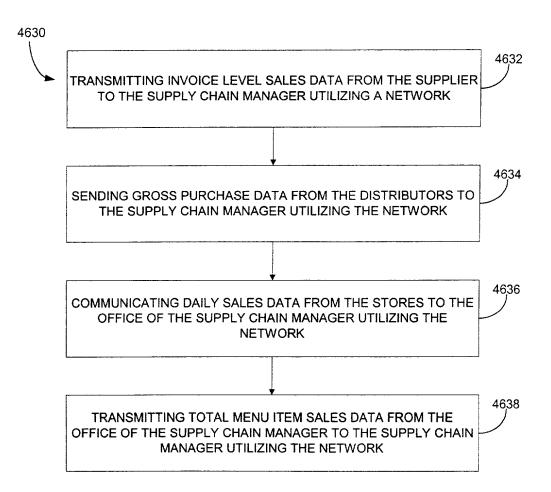


FIG. 46

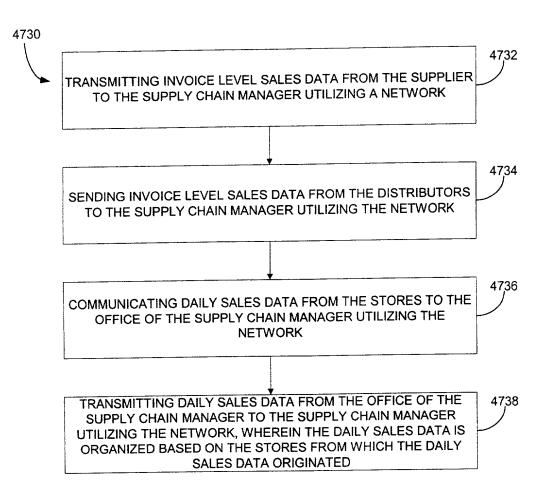


FIG. 47

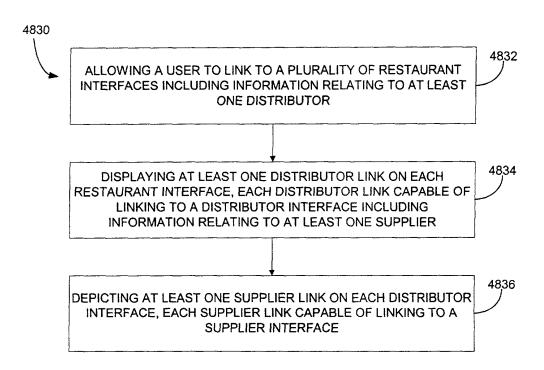


FIG. 48

Cyce | Links % of the signal stay of the stay 4900 Click For Internet Enter Site BURGER KING® System Independent Purchasing & Distribution Service Co-op Corporation, food and packaging suppliers, marketing agencies, the vast majority of products used by the U. S. BURGER KING RSI was founded in 1991 as the exclusive purchasing agent for system. Its primary purpose is to leverage the buying power of providers to streamline and improve the supply chain efficiency edັນເຄົາກີ່ອີດີເຈົ້າກີ່ອີດີກີ່ທີ່ດີກໍ່ and related services on behalf of more BURGER KING restaurants to achieve favorable contracts for franchisees, elected by region, one Burger King Corporation Franchisee Association. The cooperative maintains a close Restaurant Services, Inc. (RSI) is an independent memberfood, packaging, premiums, promotion products, supplies, representative and one member appointed by the Minority RSI's Board of Directors is comprised of BURGER KING equipment vendors, distributors and information systems owned purchasing cooperative serving BURGER KING® respective roles and responsibilities outlined in a formal RSI works closely with restaurant owners, Burger King 10 46. working relationship with Burger King Corporation, with Restaurant Services, Inc. 4904 restaurant owners in the United States. Password XXXXXXX than 8,300 restaurants. Operating Agreement. Restaurant Services, Inc. - Microsoft Internet Explorer UserName franchisee Addess (2) http://www.rsiweb.com/home/index asp 4902 NFA link General Information Contact Information egal Information More About RSI Map/Directions BKC Ink Helo

FIG. 49

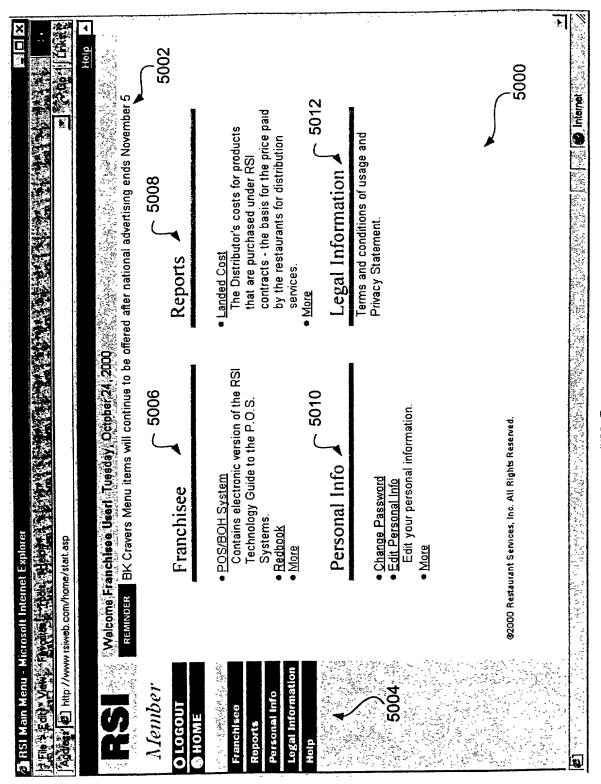


FIG. 50

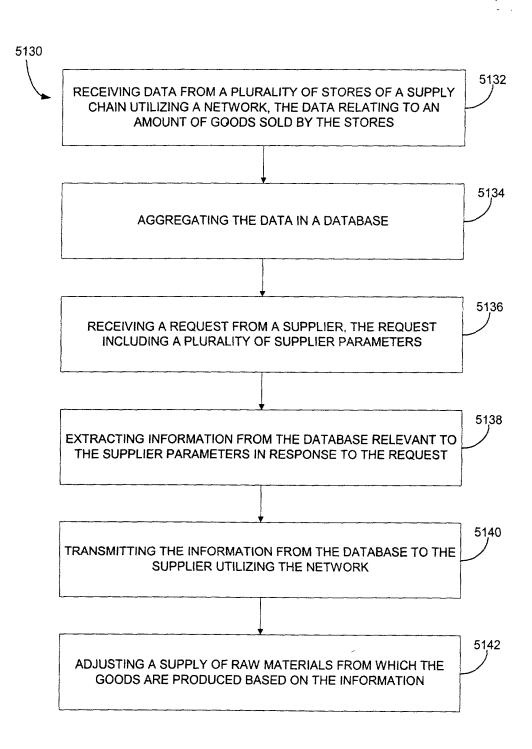


FIG. 51

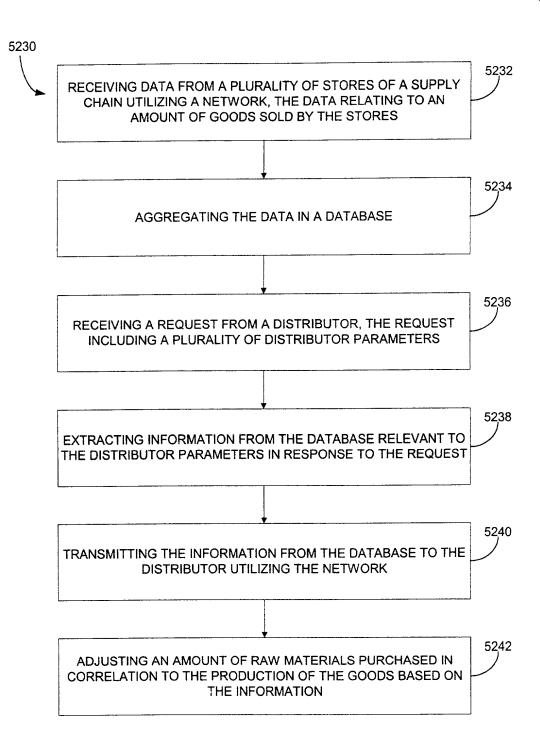


FIG. 52

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FIG. 53

The information contained in this report is privileged and Distributor, you are hereby notified that dissemination, disconting the Chicago, IL Distribution, IA Chicago, IL Distribution, IA Chicago, IL Des Moines-Ames, IA Chicago, IL Chicago, II C	The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited. Local Promotion Local Promotion ADI Bart Projected (in Participating Restaurants Date By Usage Weeks) Rest Count Non-Participating Restaurants Coption ADI Chicago, IL 6/1/00 85 Bavengo, IL 7/10/00 85 Chart Motor Cup Des Moines-Ames, IA 7/10/00 85 Chart Motor Cup Des Moines-Ames, IA Chart Motor Cup Chicago, IL Chi	and use by Distributor. If you are not prohibited. ing
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FIG. 54

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FIG. 55

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FIG. 56

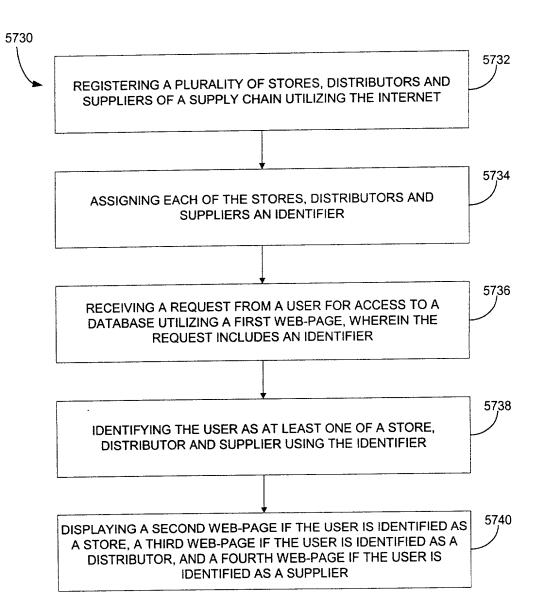
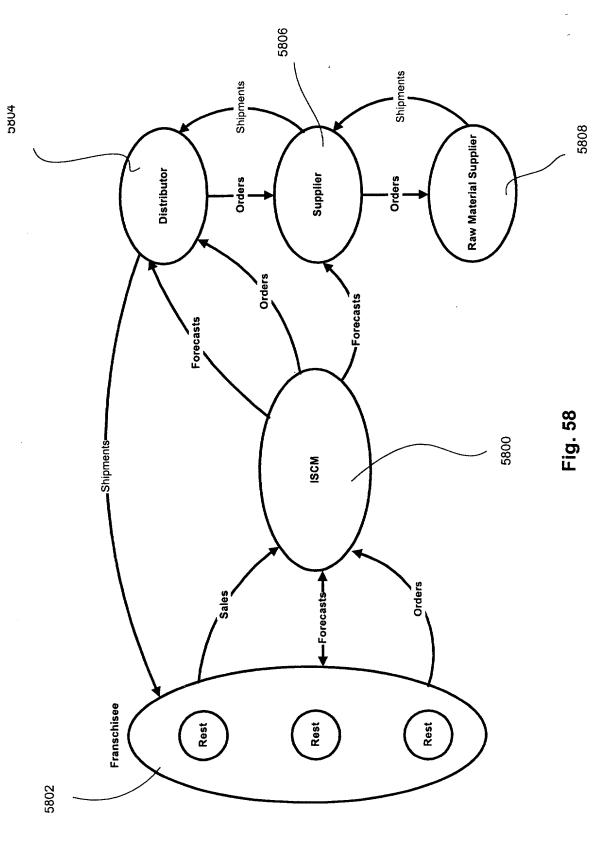


FIG. 57



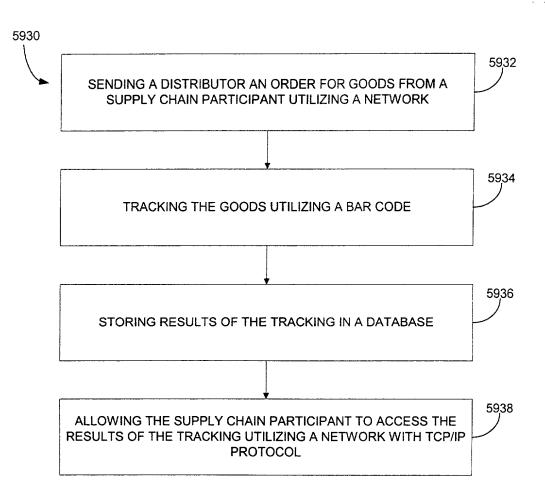


FIG. 59

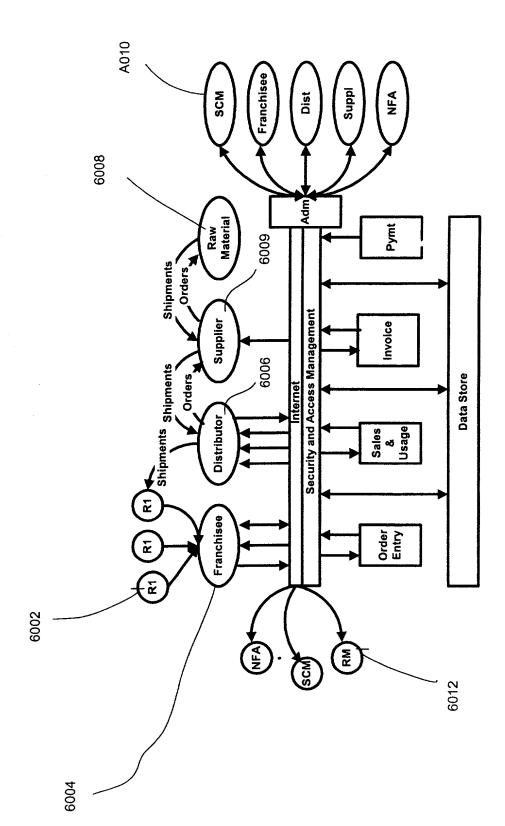
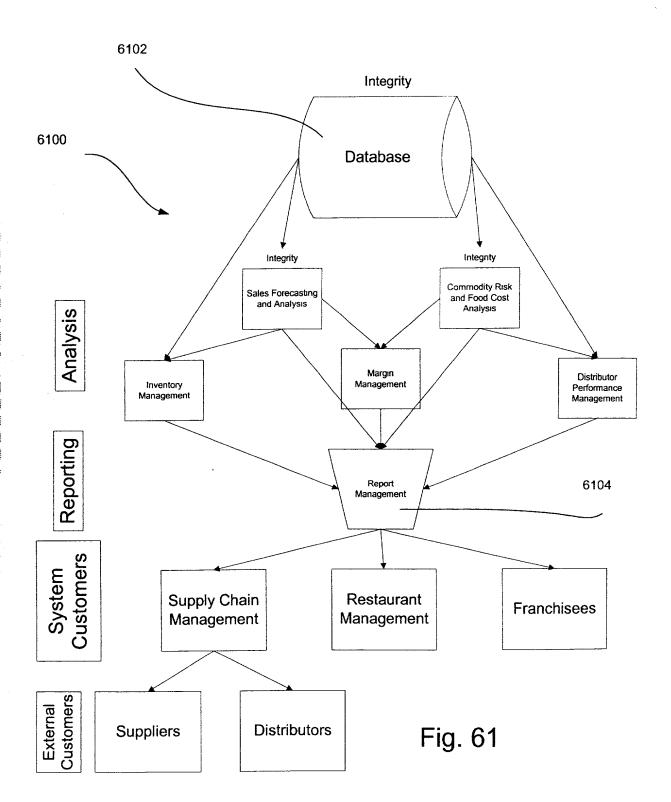


Fig. 60



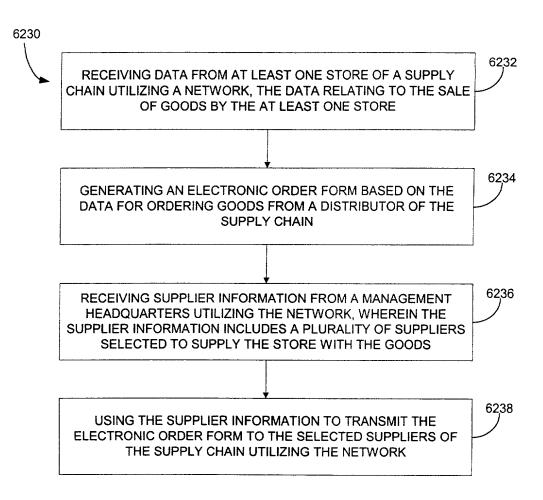
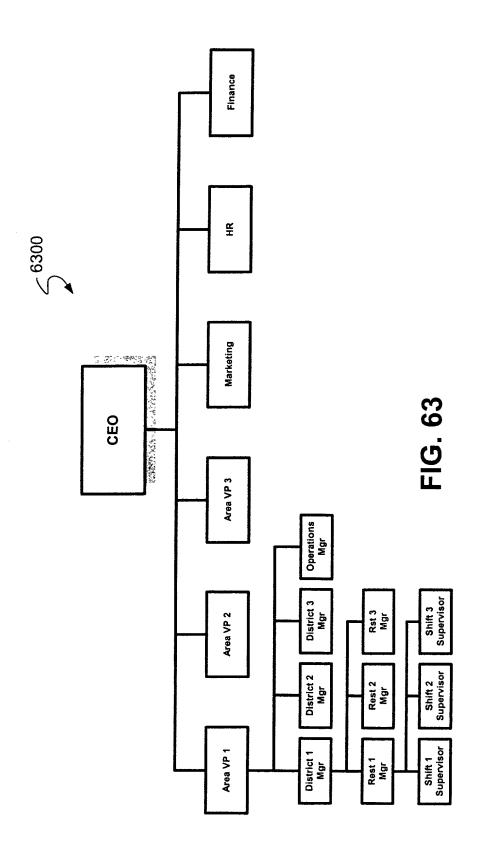


FIG. 62



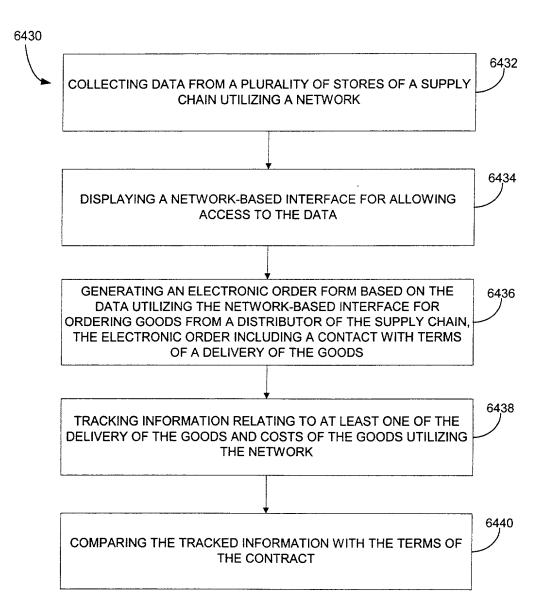


FIG. 64

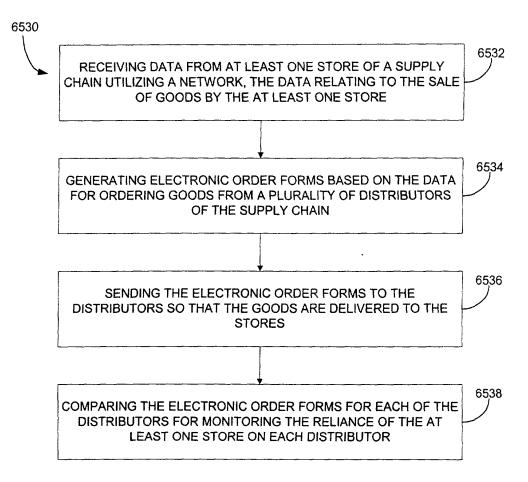


FIG. 65

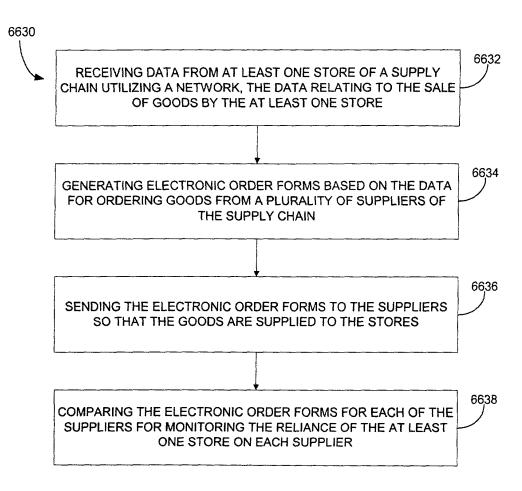
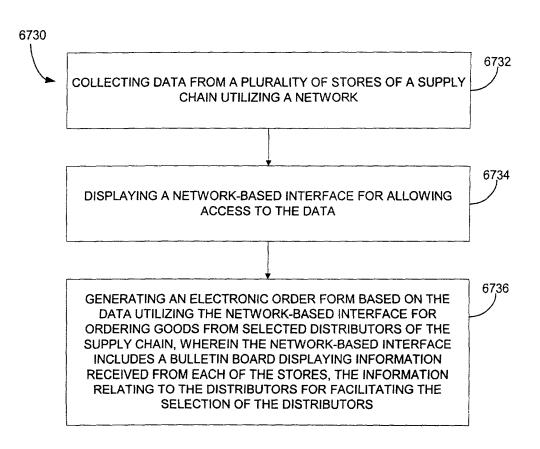


FIG. 66



7.

FIG. 67

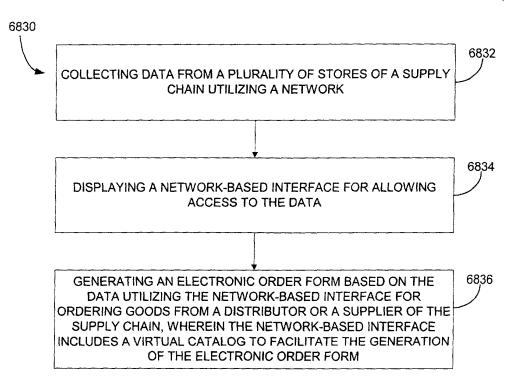


FIG. 68

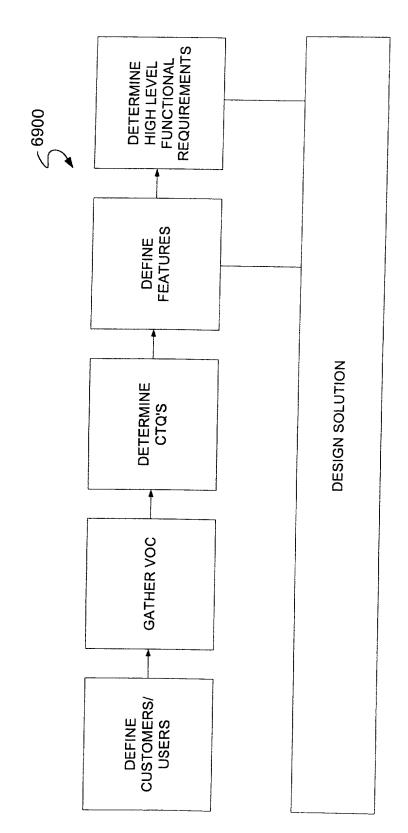


FIG. 69

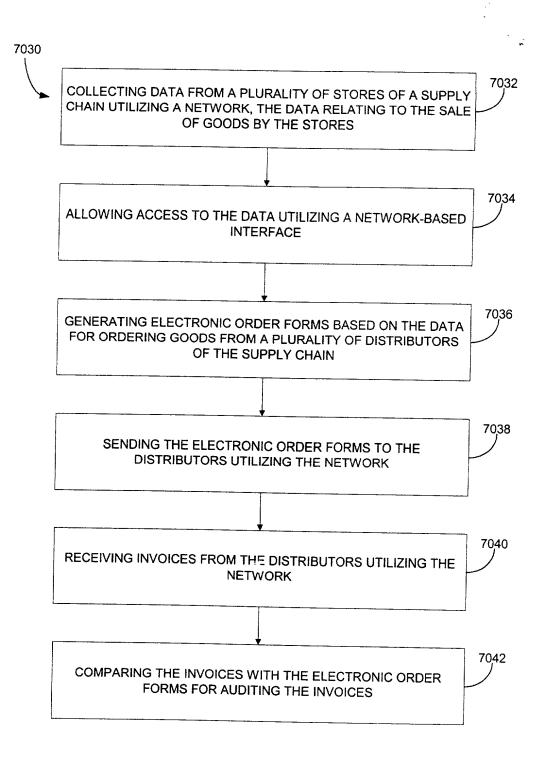


FIG. 70

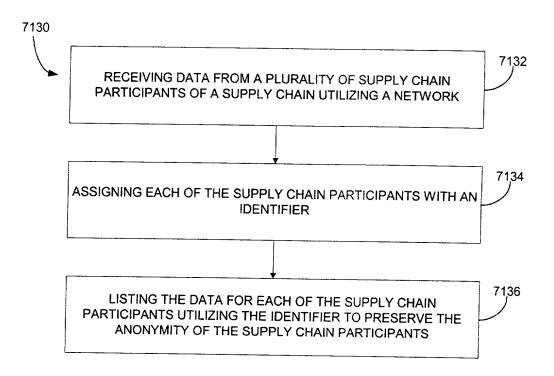


FIG. 71

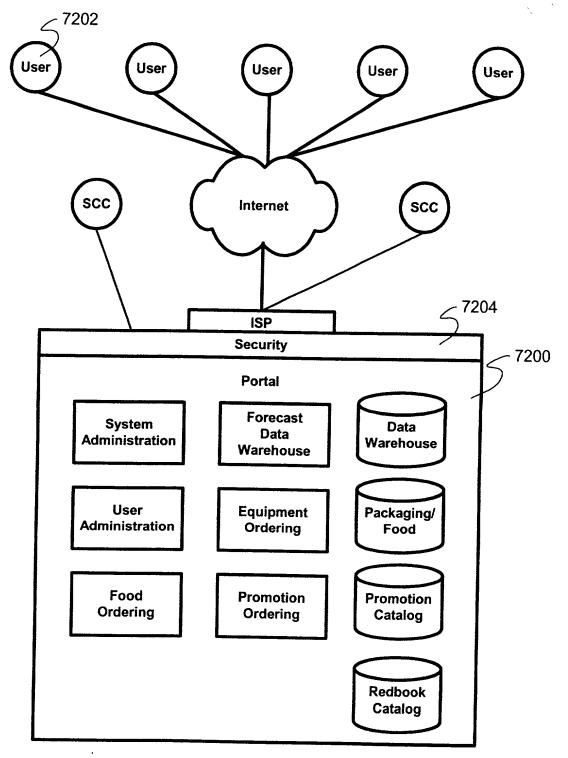


FIG. 72

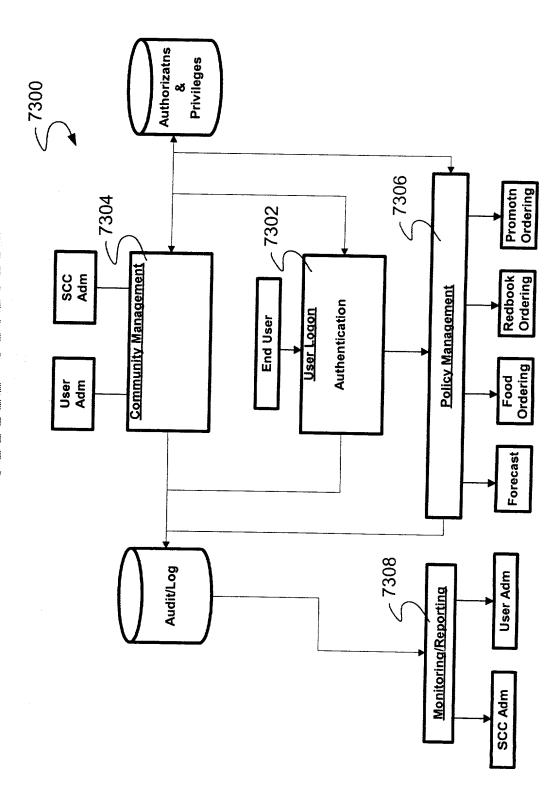


FIG. 73

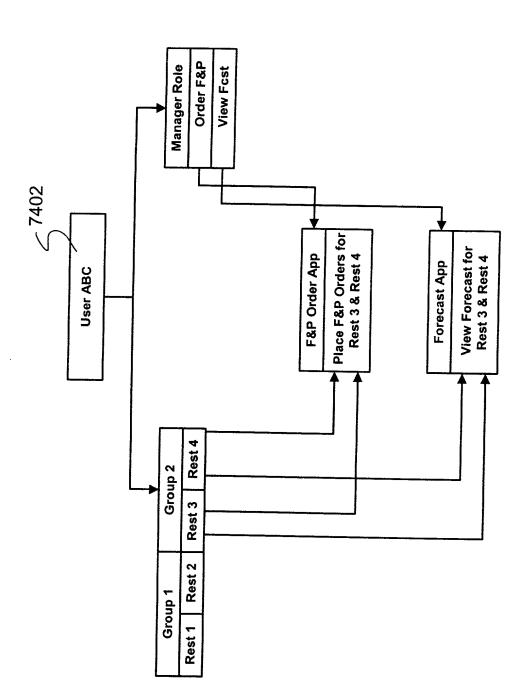


FIG. 74

Fig. 75

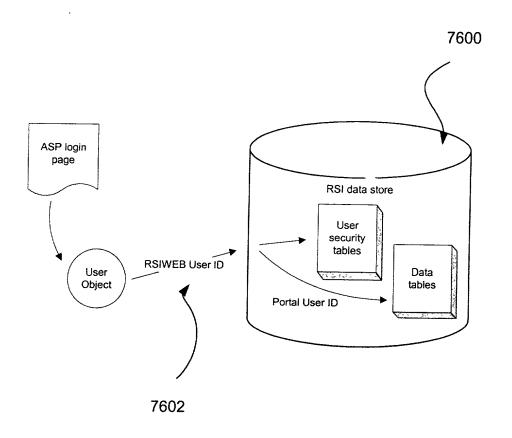


Fig. 76

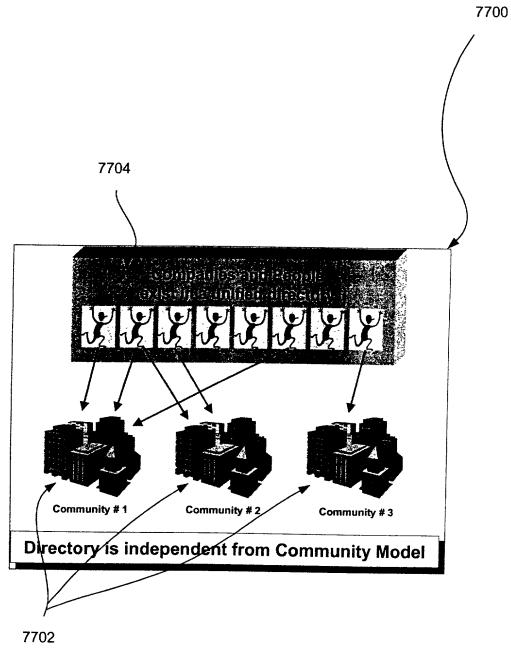


Fig. 77

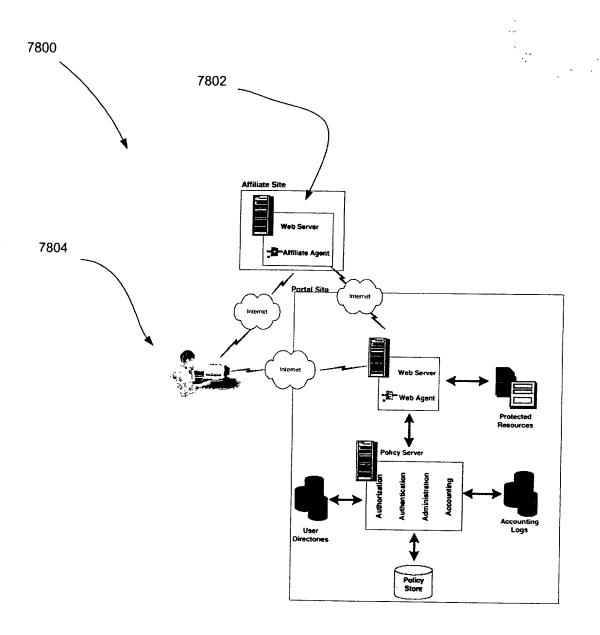


Fig. 78

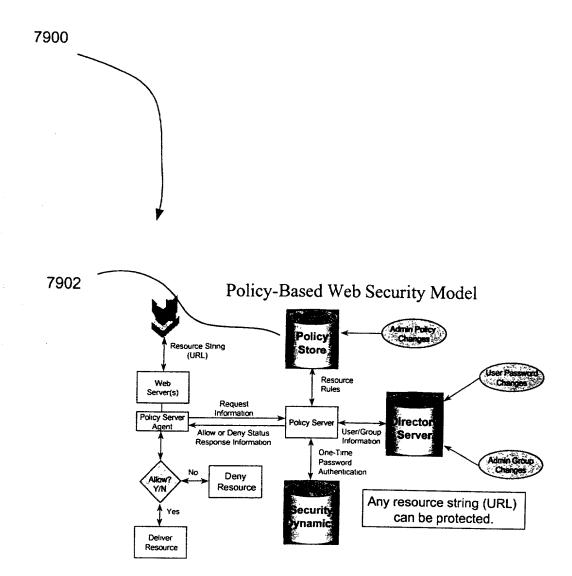


Fig. 79

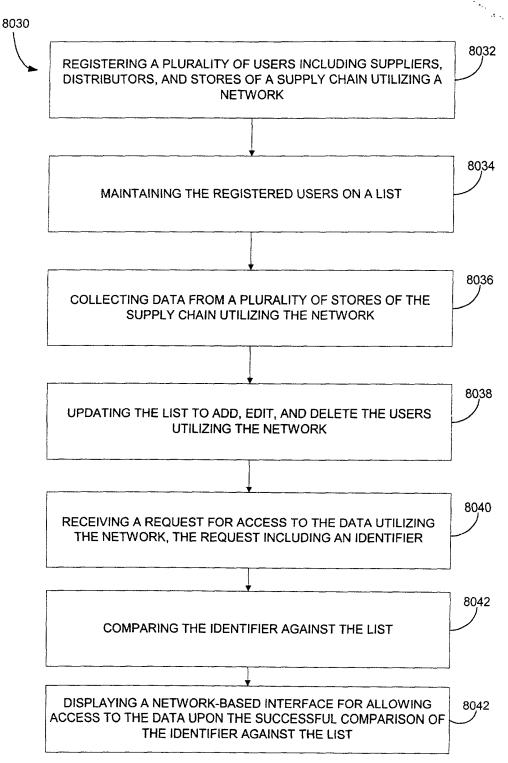


FIG. 80

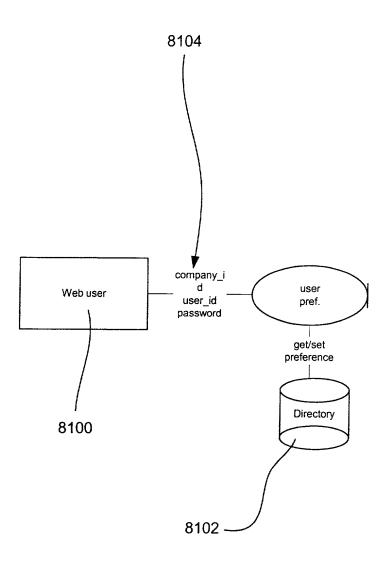


Fig. 81

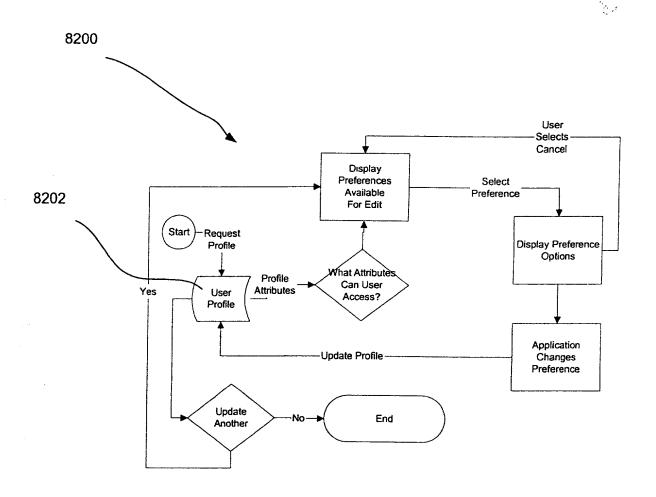


Fig. 82

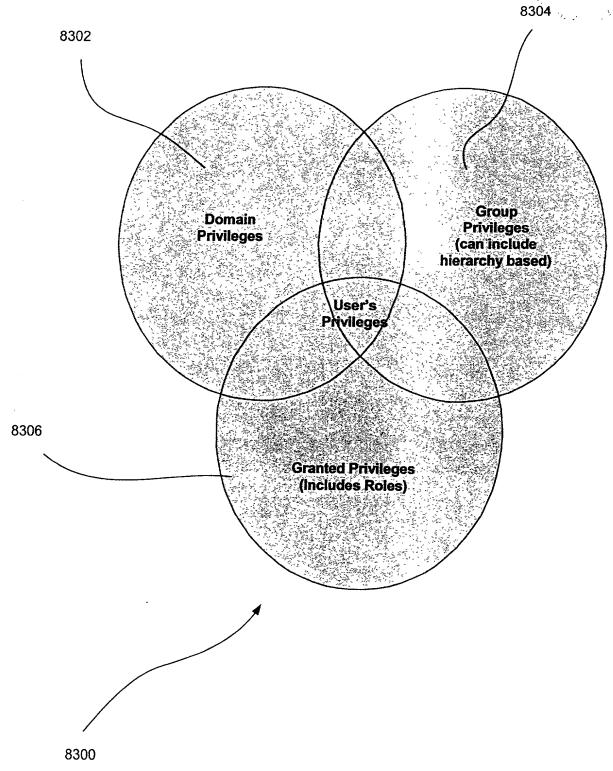


Fig. 83

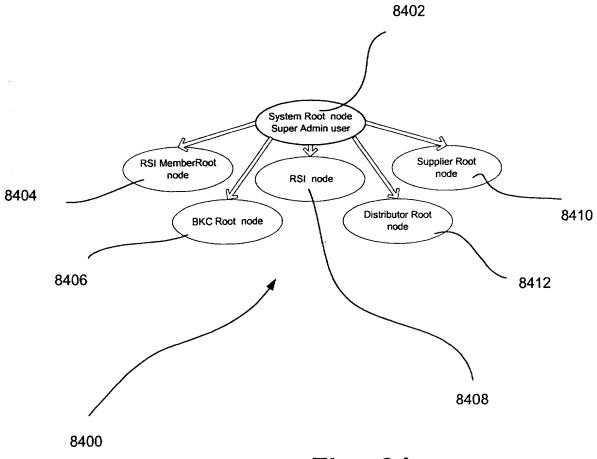


Fig. 84

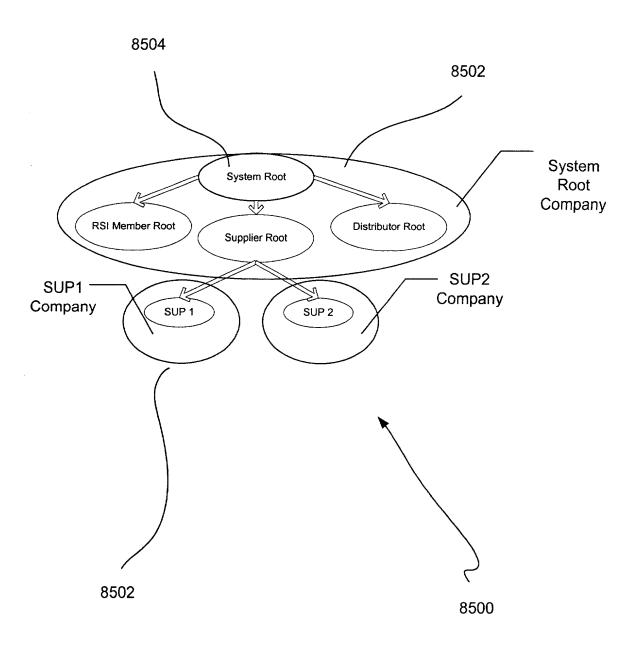


Fig. 85

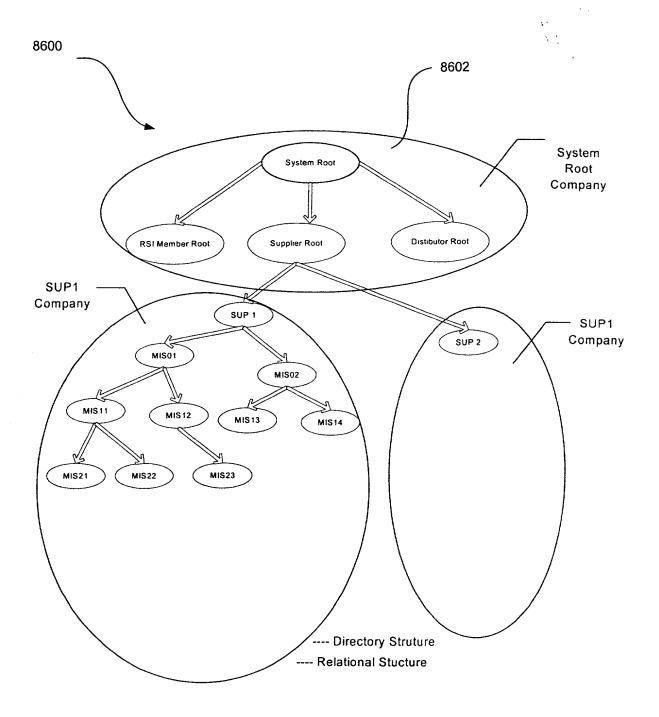


Fig. 86

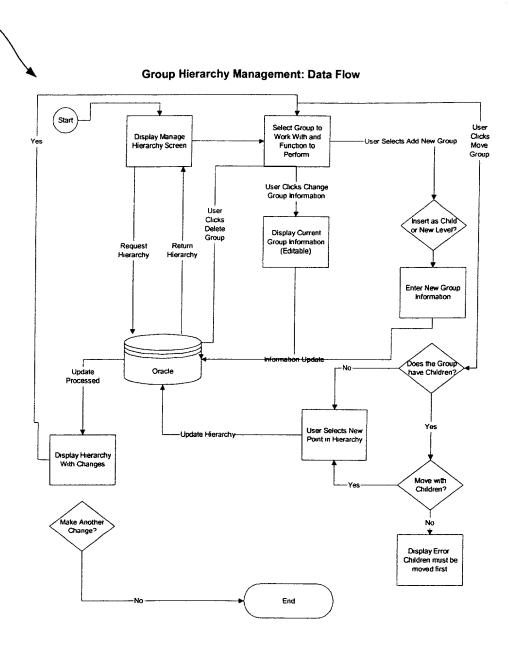


Fig. 87

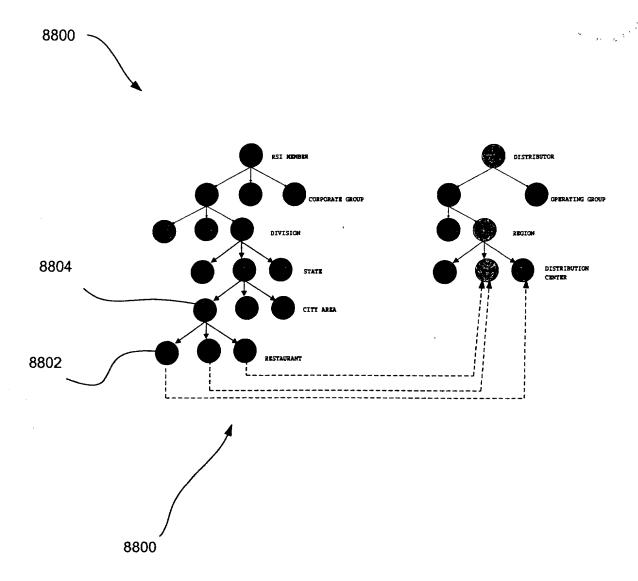


Fig. 88

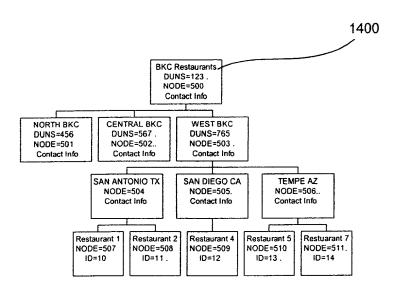


Fig. 89



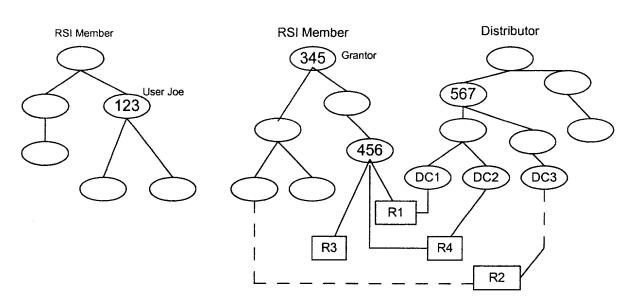


FIG. 90

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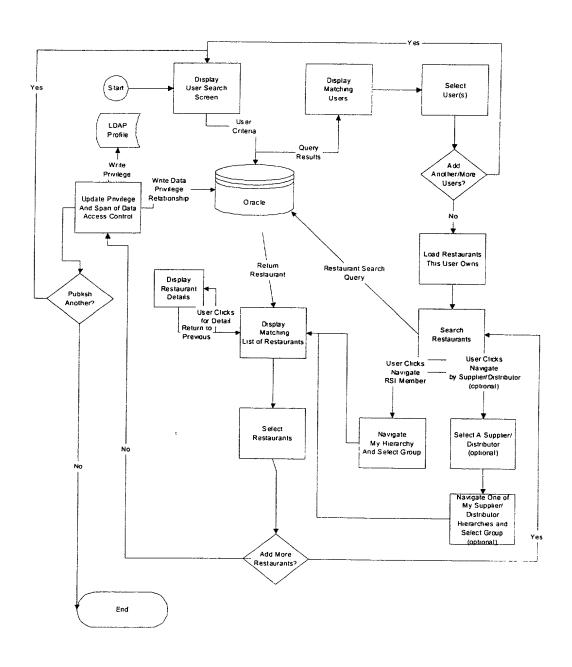


Fig. 91

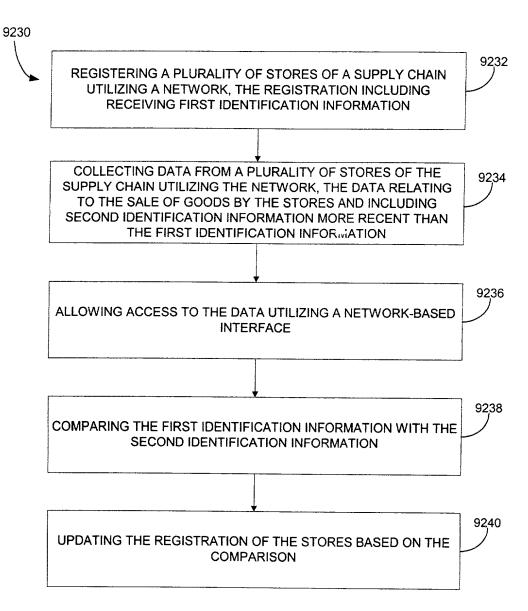


FIG. 92

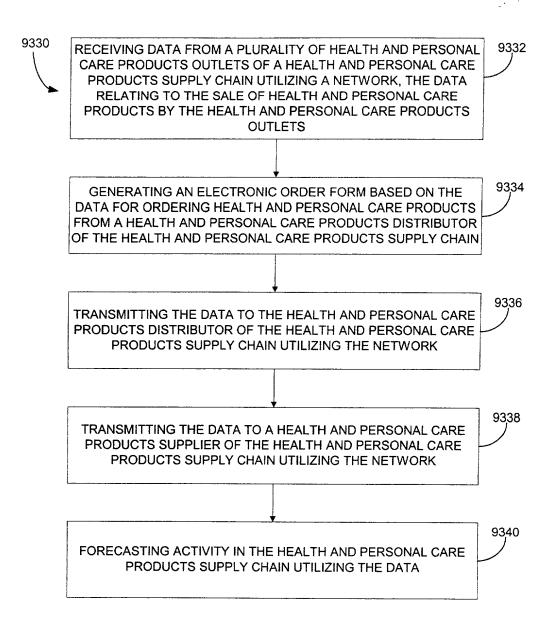


FIG. 93

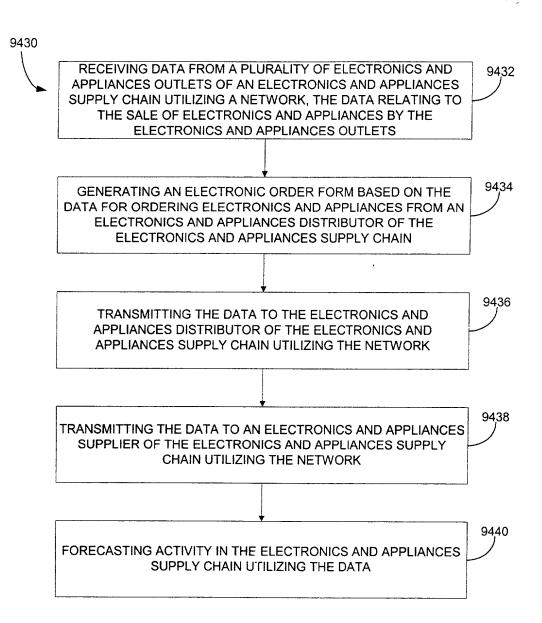


FIG. 94

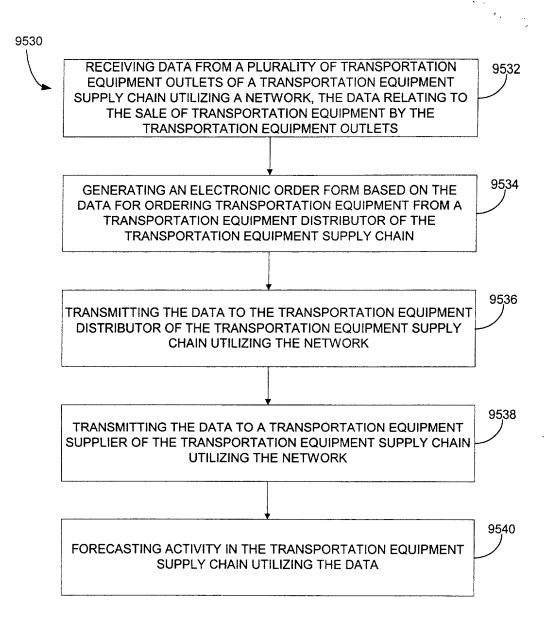


FIG. 95

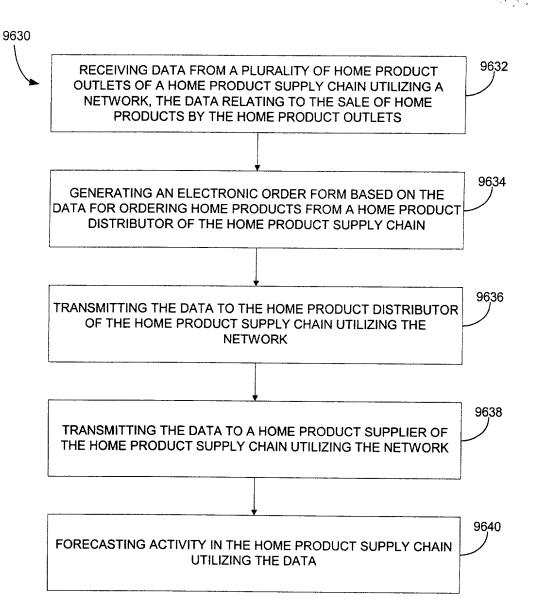


FIG. 96

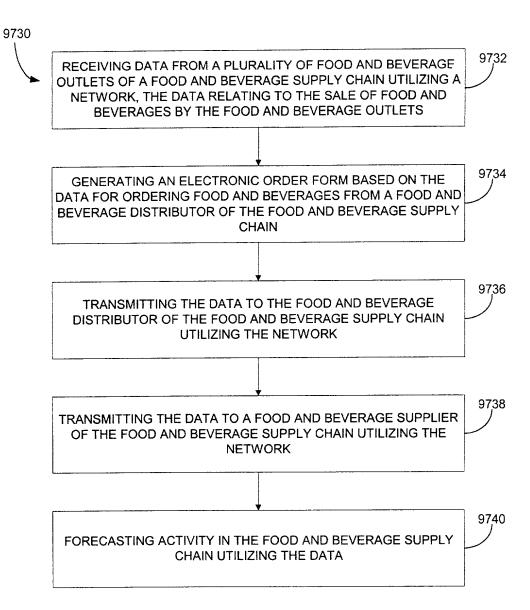


FIG. 97

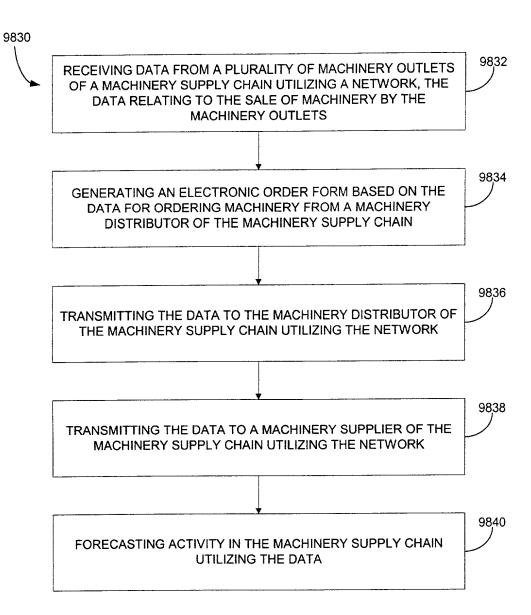


FIG. 98

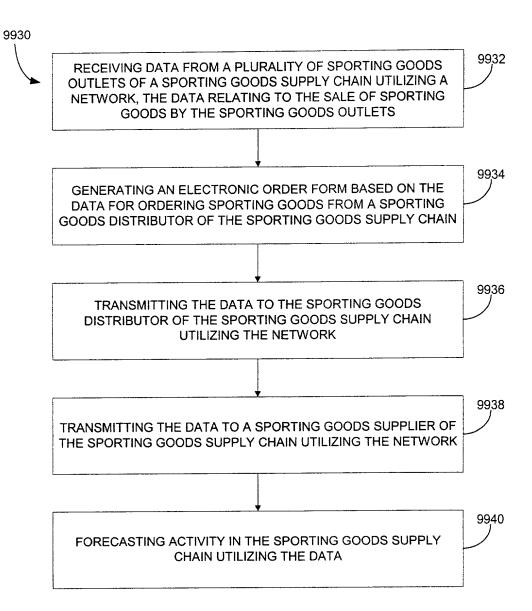


FIG. 99

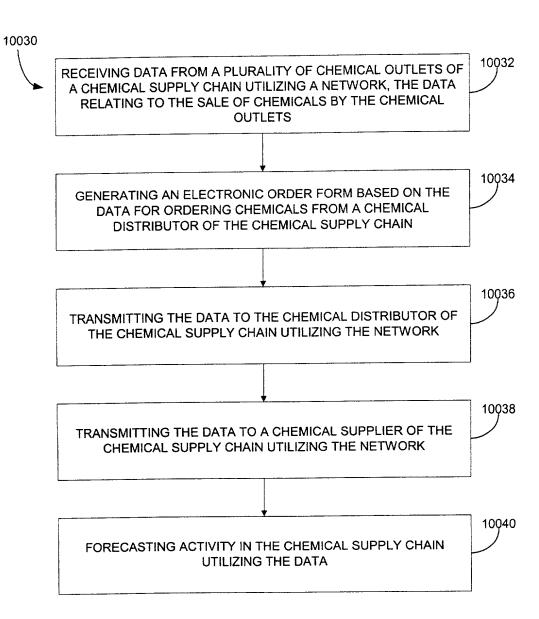


FIG. 100

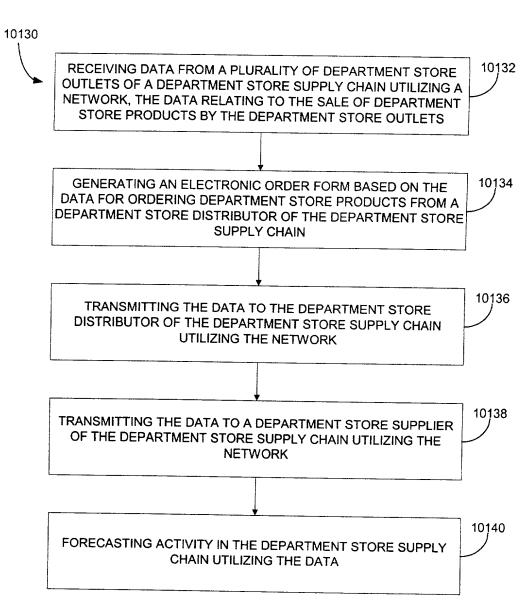


FIG. 101

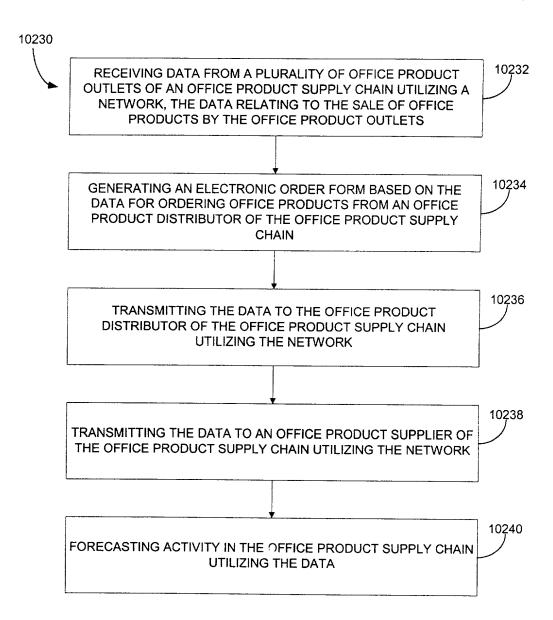


FIG. 102A

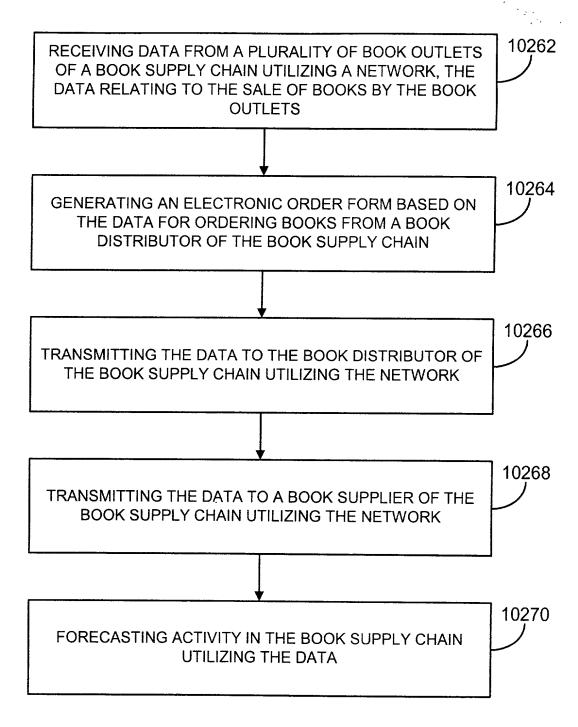


FIG. 102B

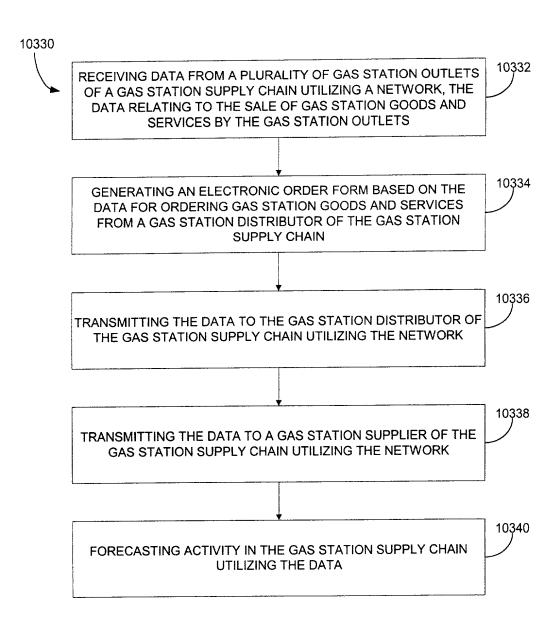


FIG. 103

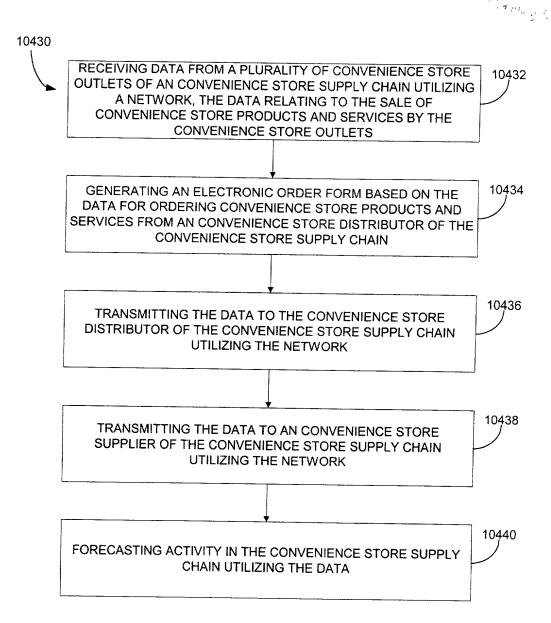


FIG. 104A

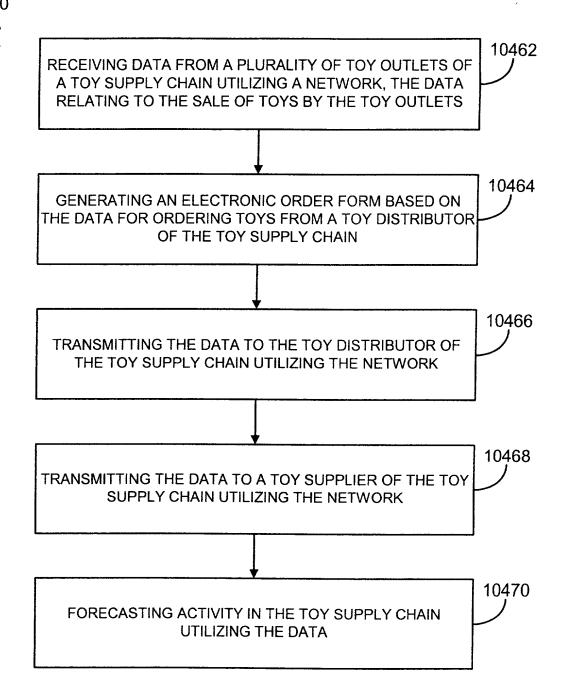


FIG. 104B

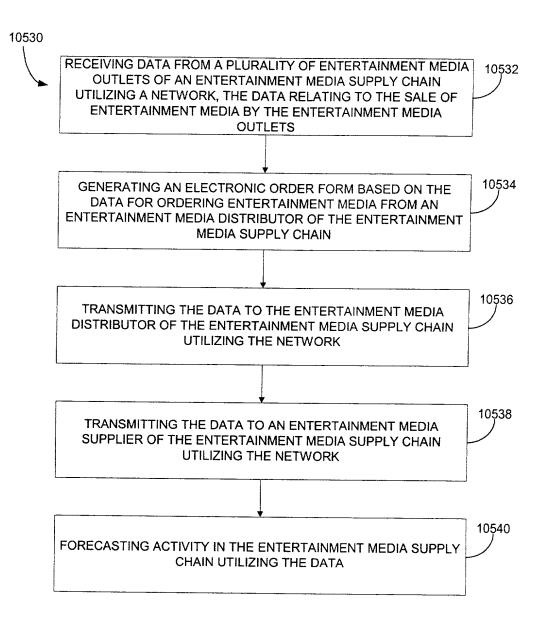


FIG. 105

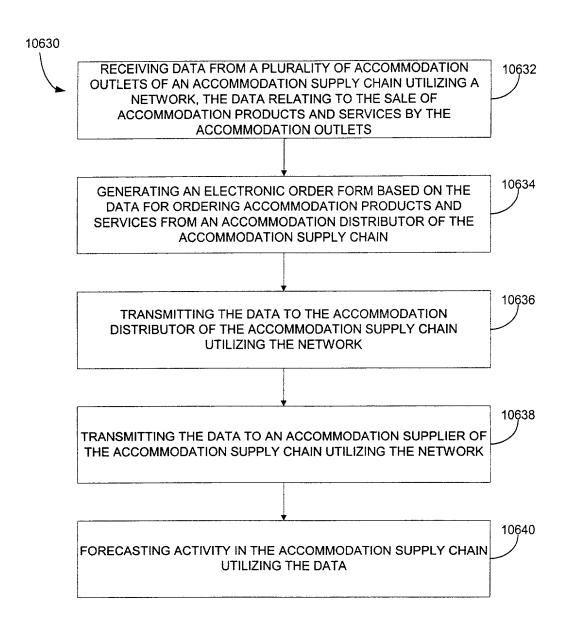


FIG. 106

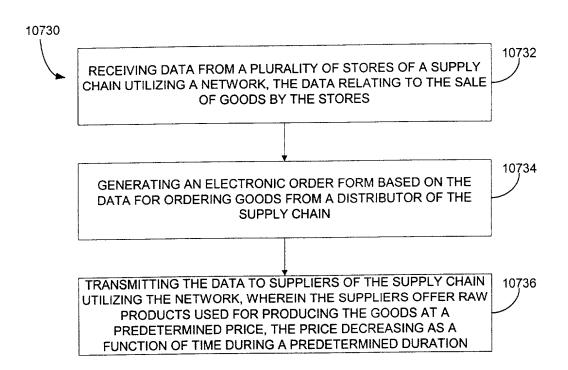


FIG. 107

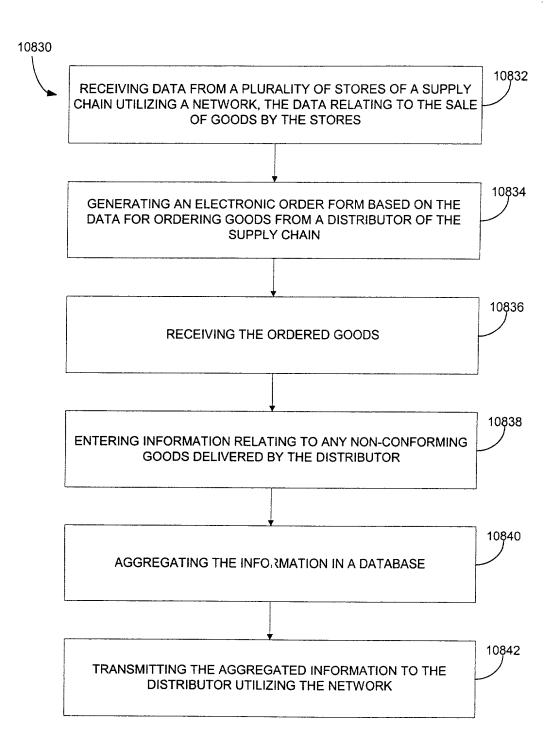


FIG. 108

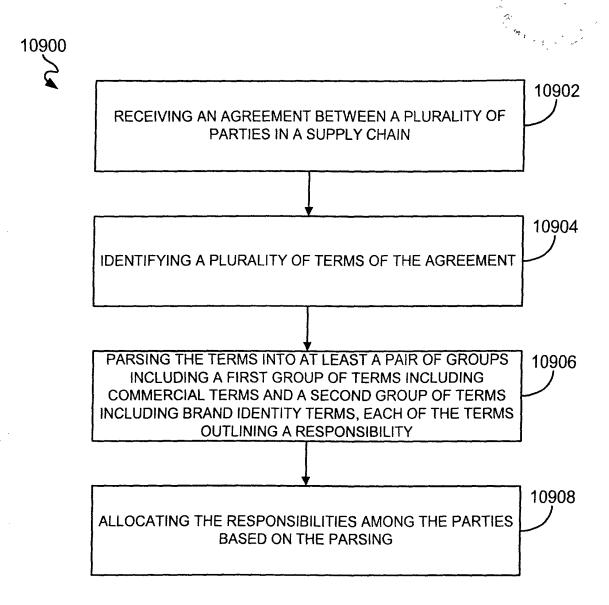


FIG. 109

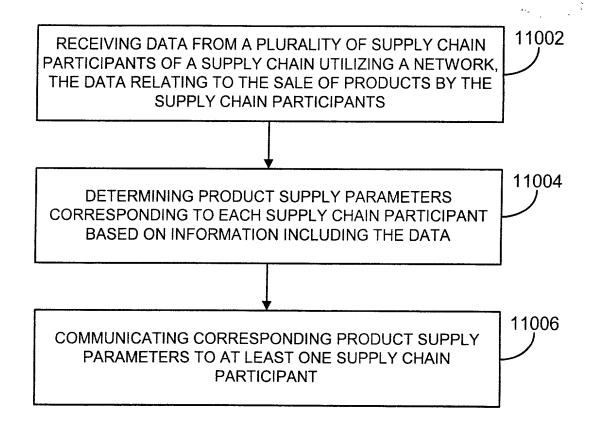


FIG. 110

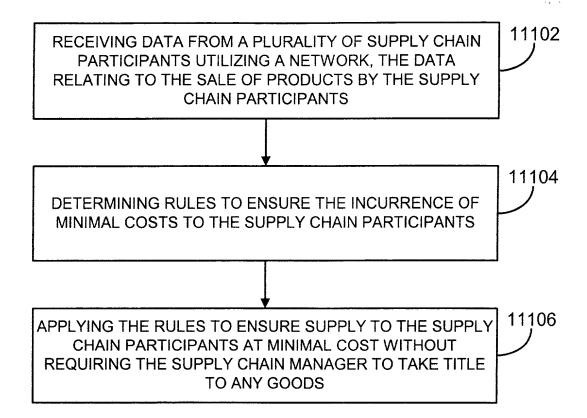


FIG. 111

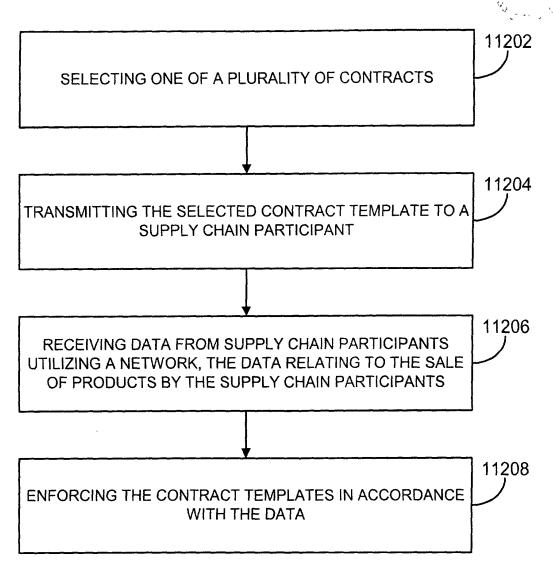


FIG. 112

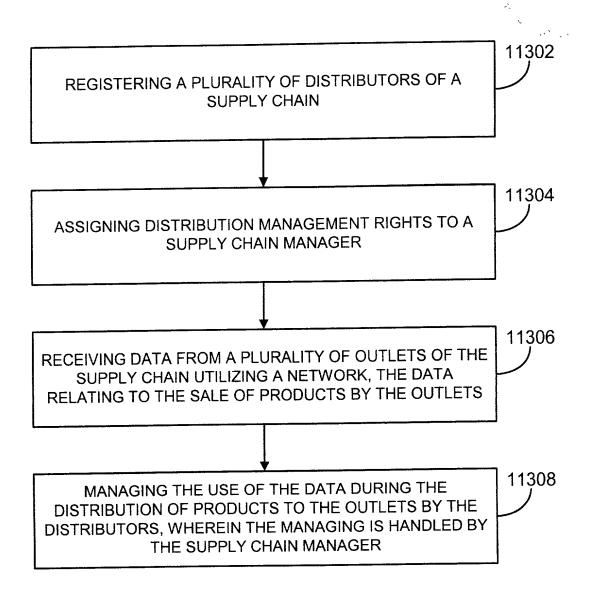


FIG. 113

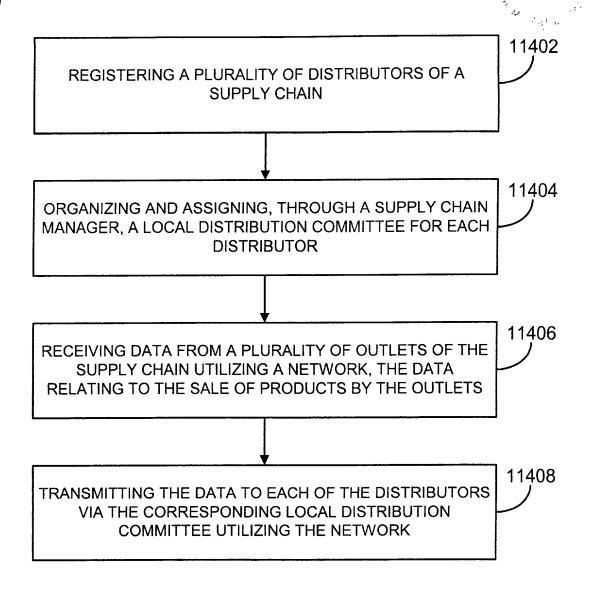


FIG. 114

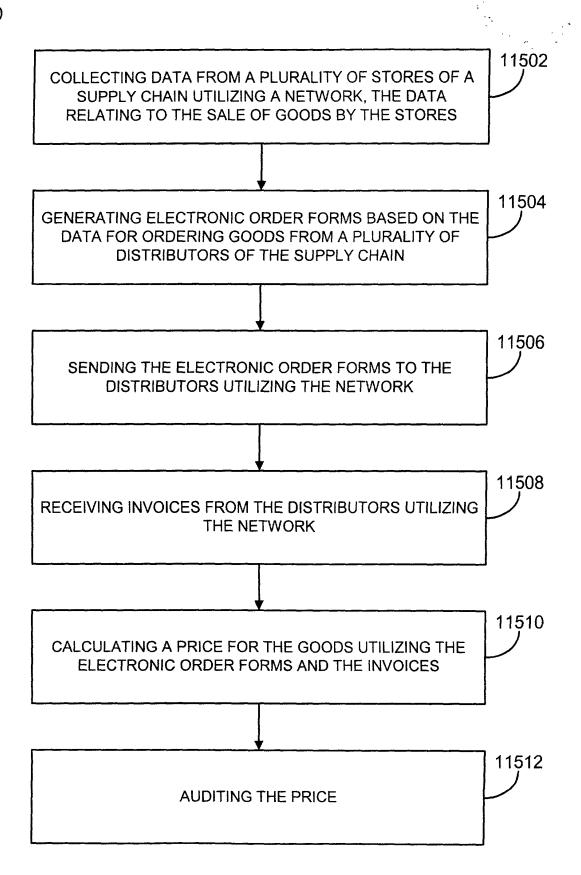


FIG. 115

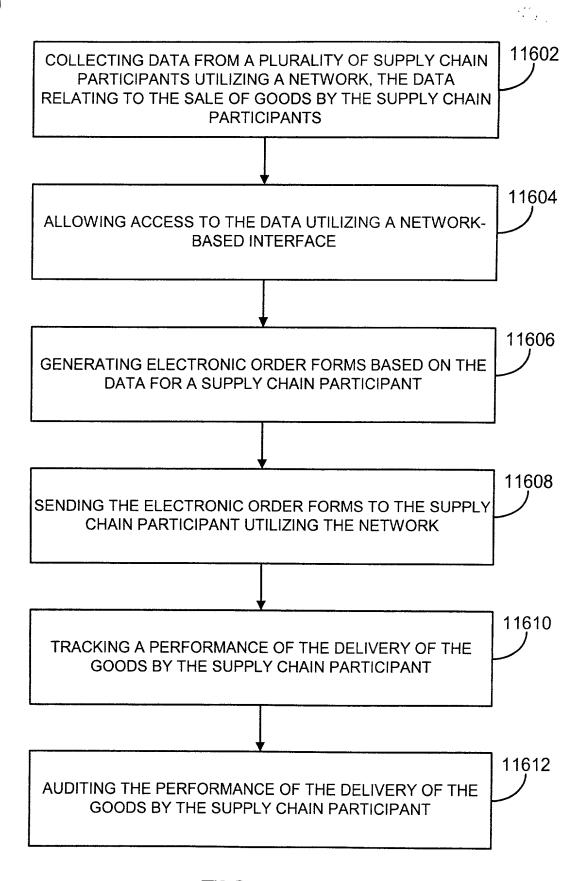


FIG. 116

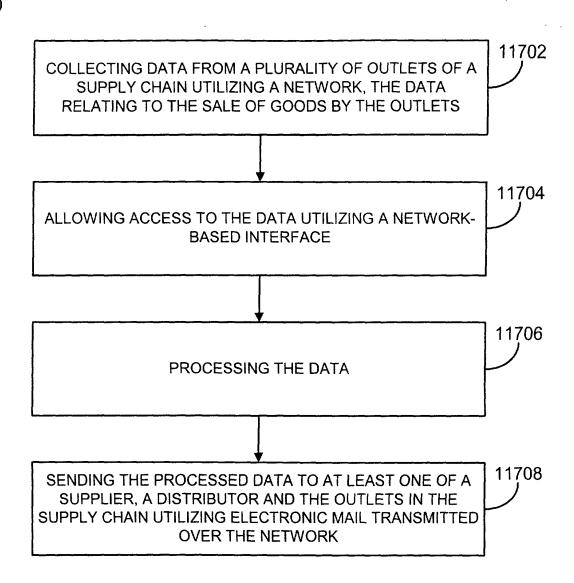


FIG. 117

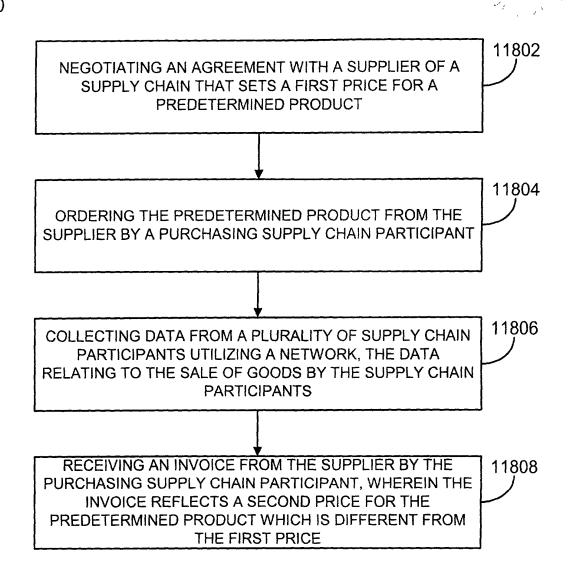


FIG. 118

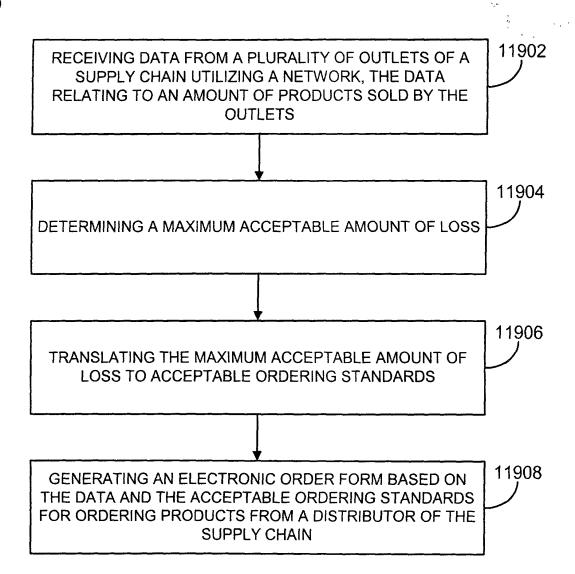


FIG. 119

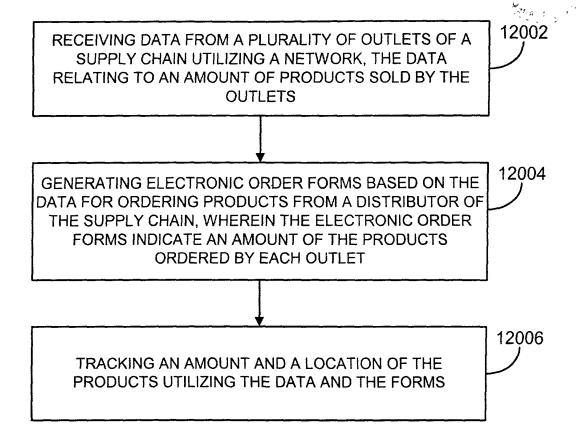


FIG. 120

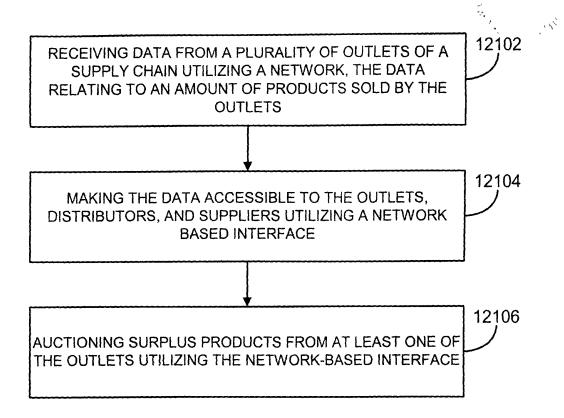


FIG. 121

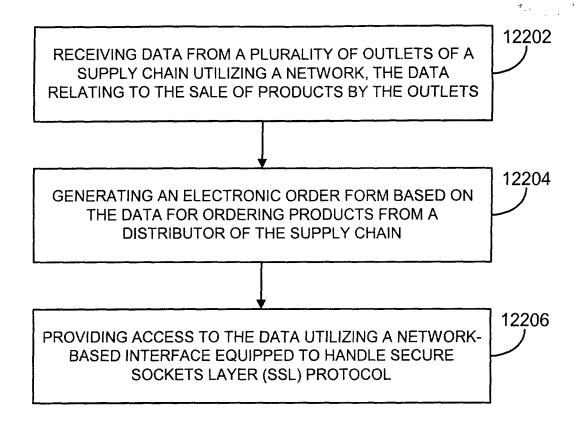


FIG. 122

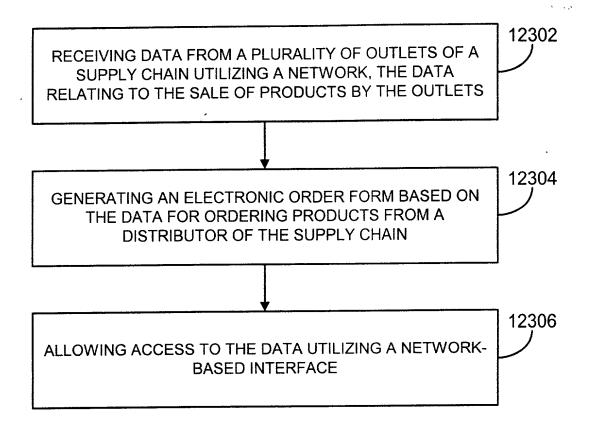


FIG. 123

A Care of the court of the cour

S. B. Breek The State States of the States o

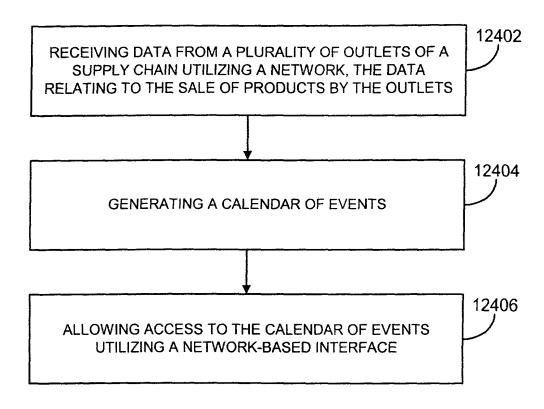


FIG. 124

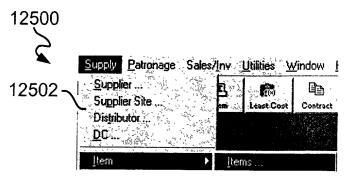


FIG. 125

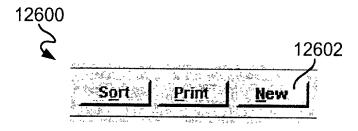


FIG. 126

00	
)	12702
ttem Desc:	2)
Item Number: Sta	tus Code: Active
Product Cat Code: ▼ Item	m Rank:

FIG. 127

Landed Cost by Distribution Center

ltem	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85			3 T.L
Bag - Large	6.7			6.93 TL
Biscuits - Frozen	12.33			3 T.L
Brush - Pot, Long Handle	40.2			2 TL
Brush - Pot, Short Handle	24			9 TL
Carton - Breakfast	16.59			9 RDC
Carton - Large Fry	29.91	0.81		30.72 RDC
Carton - Medium Fry	18.92			5 TLMIN

FIG. 128

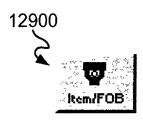


FIG. 129

13000

Supplier Item Desc:		kem No.	
Current:	CYes CNo	Tie Oty:	
items per Case:	5000	High Qiye	1 Sept. 1
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension UAM:	NCHE(S)	Gross Weight:	39 00
tem Cube:	0.95 CUBIC FEET	Weight U.M:	POUND(S)
Item Shelf Life:		BarCode:	Markey All

FIG. 130

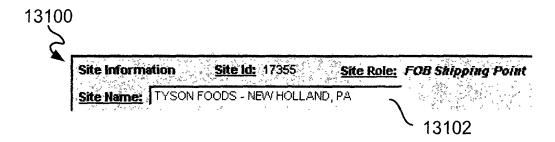


FIG. 131

Site Informa	tion Site Id: 16	FOB Shipping Point
<u>Name:</u>	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active ✓	Rail Sidings:

FIG. 132

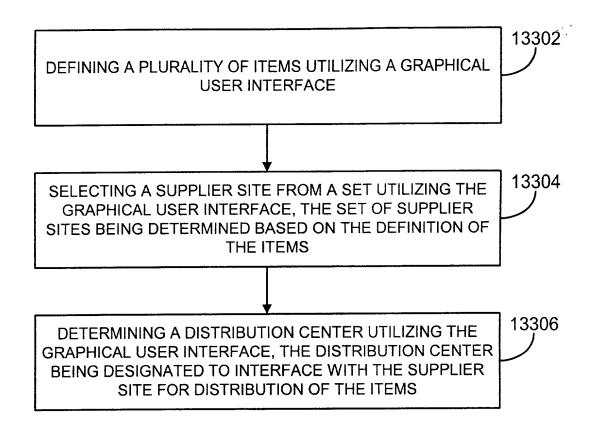


FIG. 133

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96	End: 9/1/96 Final:
Override Rules: C Yes C No Apply By: Cell 🔻	

FIG. 134

13500

TO THE POST OF THE PARTY.	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, N	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	inv FOB	Freight	Landed
34 3200	34.3900	0.8400	35.2300
34 3200	34.3900	0 2900	34.6800

FIG. 136

13700

Contr	JAJLB, Tal	Trk	Routing
96	83,600	2.0	TL
96	215,040	51	TL

FIG. 137

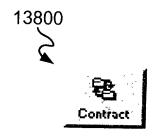


FIG. 138



Min Ordr	UM , 54	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

14000)	
*	Carrier	Stated Vol
	Truck	83,600
	Truck	215 040

FIG. 140

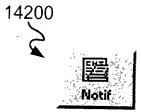


FIG. 142

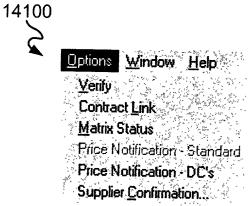


FIG. 141

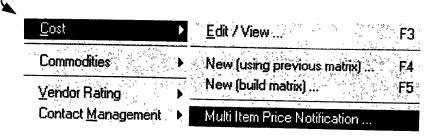


FIG. 143

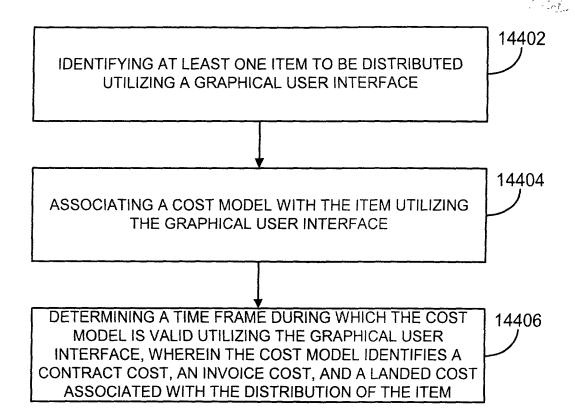


FIG. 144

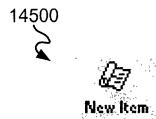


FIG. 145

14600

Contract ID:

673 - TYSON FOODS

<u>Initial Buyer Name:</u>

Jamie Hersh

Current Buyer Name:

Chris Stainton

FIG. 146

14700

Contract Start Date: | 65/15/98 |
Contract End Date: | 12/31/02 |
Execution Date: | 5/15/98 |
Effective: | Shipment Date | 🕶

FIG. 147

Net 10

14800

Generate

FIG. 148

14900 ح

Payment Terms:



FIG. 149

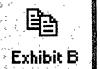


FIG. 150

			4 4		
L DIOD!	Ph 22 L 22.41	115000000	1100 00		
MININE		Dates to		1 1 / 2 2 2 2 3	
		B B C C C C	~~~		

tern Description	Cost Matrix End Date	Contract No End
1	C 8/1/98	© 2/24/08 © No Date
BEEF-WHOPPER 4.0 OZ	C 8/1/98	© 2/24/08 © No Date
BEEF-WHOPPER JR. 2.8 OZ.	8en n8	© 2/24/08, ∜© No Date .

FIG. 151

15200

Options Window Help

New Items.

<u>D</u>elete Item. Exhibit <u>A</u>

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

15300



FIG. 153

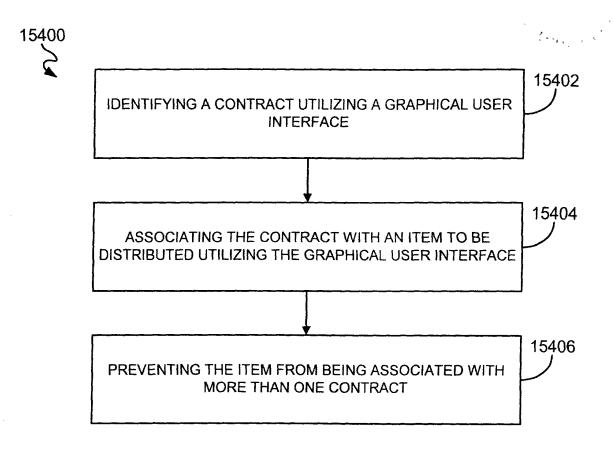


FIG. 154

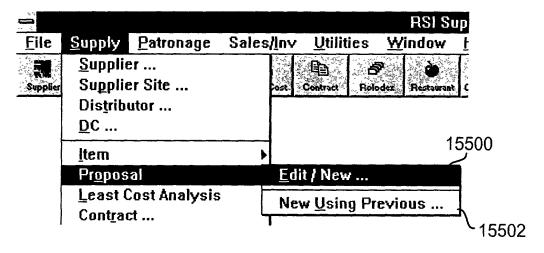


FIG. 155

Proposal - Foam Hot Cups & Polys	styrene Lids	À				
Main Info Items Suppliers DCs FDB Price DC/Rest	Usage Templates View Bid					
Proposal Information						
Proposal ID: 1021	Proposal Due Date: 06/12/97					
Proposal Name: Foam Hot Cups & Polystyrene Lids	Contract Begin Date: 07/01/97					
Buyer Name: Dennis Clabby	Contract End Date: 06/30/98					
Actions # Date: Action Description:						
1 05/28/97 Sent this bid to Dart and also sent a request for information to WinCup.						

FIG. 156



FIG. 157

	e Pr	oposal - Foam Hot Cups (& Polystyrene Lids	
i	Main Info Items Supp	ollers DCs F08 Price D0	C/Rest Usage Templates	View Bid
15800	Search Query	Reset		
	Query Values			2 Flows Selected
	Kern Description CUP-HOT		tem Description LID-HOT 12/16 OZ (DRY)	
			LIDHOT 8 OZ (DRY)	

FIG. 158

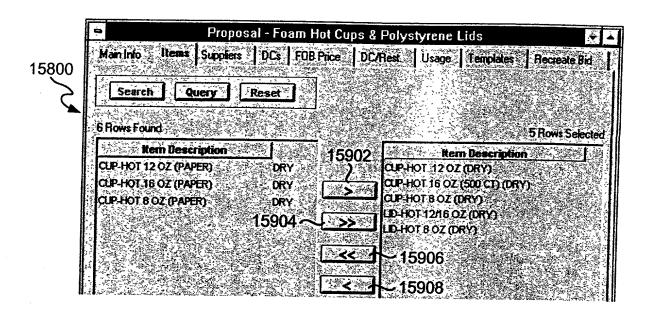


FIG. 159

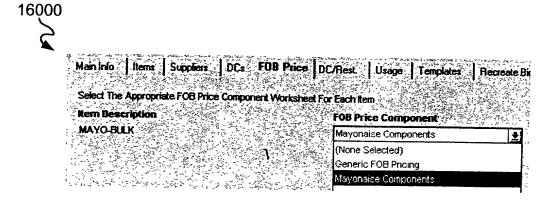


FIG. 160

item 1000	Growth % Gro	ss Wgt. I	tem Cube	Contract Perio	od
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/3	1/97
CHICKEN-PATTY	7.00%	37.00	1 09		
CHCKEN-TENDERS	0.00%	25 00	1.06		
	ojected Covg st. Count Facto	(G.)		Projected • Unit Usage	
POST-ALBUQUERQ 576		% 6.0	3 5.00%	755	
POST-DENVER 833	39 ,99 05	% 6.6	8 5.00%	1,083	
POST-SALT LAKE 116	2 80.00	% 5.4	6 5.00%	37	

FIG. 161

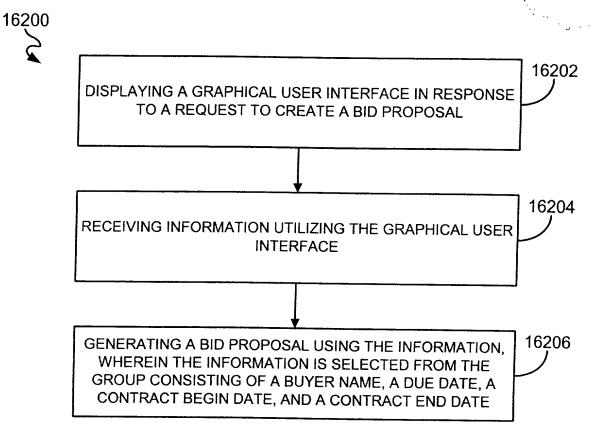


FIG. 162

16300
Templates Create Bid

FIG. 163

	Supply	MS	Editable
		Word	Y/N
Bid Proposal Cover Letter		9. 学者	V
General Terms and Conditions		?	3.N . 3.∗
Usage Estimates	X		N
Supplier Facility Worksheets	f in		Nar
Item Information Worksheets			N.
Sample Supply Agreement	9.14	9	N.
BK Specification Request		7	\mathbf{N}
FOB Price Component		?	\mathbf{Y}_{i}
Truckload Freight Worksheet			N
LTL Freight Worksheet	1		N

FIG. 164

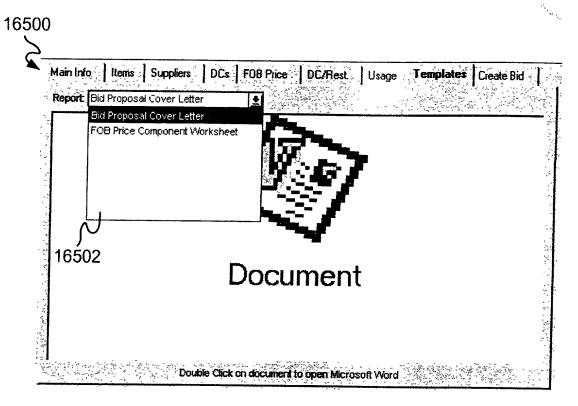


FIG. 165

16600 🚍	Micro	soft W	ord - Do	ocument	in Bid Pro	posal Co	ver Lett	er
٩	<u>F</u> ile	<u>E</u> dit	<u>V</u> iew	<u>I</u> nsert	F <u>o</u> rmat	Tools	T <u>a</u> ble	W
C ID	<u>N</u> ev	<i>/.</i>				Ctr	HN TO	n+1
,	<u>О</u> ре					Ctrl		
<u> </u>	<u>C</u> los	se and	Return	to Bid P	roposal C	over Lett	er 🗓	A ±
П	Upd	at <u>e</u>				Ctr	+S ic	lear
	Sav	e Copy	/ <u>A</u> s					

FIG. 166

Main Info Items Suppliers DCs	FOB Price DC/Rest Usage	Templates Create Bid
		Bid Proposal Sent
. Did Propos General	al Will Include Checked Documents	
Bid Proposal Cover Letter		ponent Worksheet 🗵
General Jerms & Conditions Usage Estimates	Truckload Freig	
Supplier Facility Worksheet Item Information Worksheet	Blank Sheets Supplier Facility	Worksheet X
Sample Supply Agreement	X	n Worksheet 💢
BK Specification Request	Truckload Freig	onent Worksheet 🗵
LTL Freight Worksheet will be pr by system if necessary	inted LTL Freight Wor	ksheet 🕱

FIG. 167

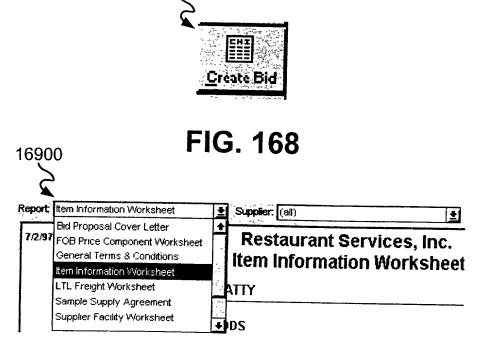


FIG. 169

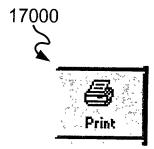


FIG. 170

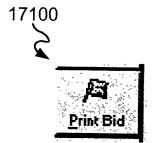


FIG. 171

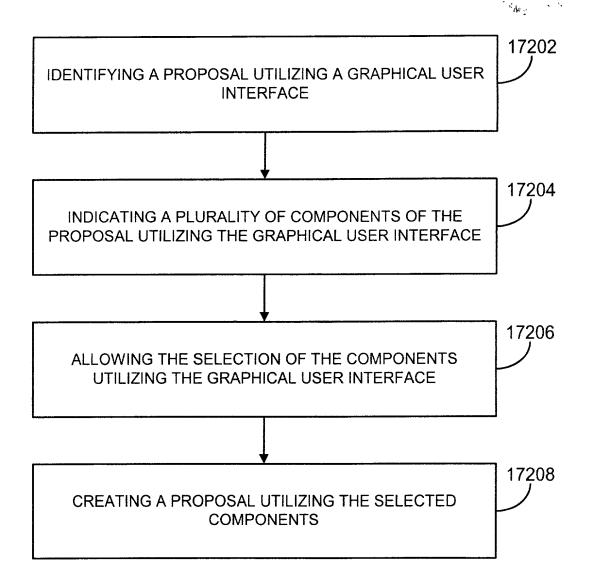


FIG. 172

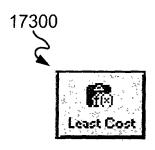


FIG. 173

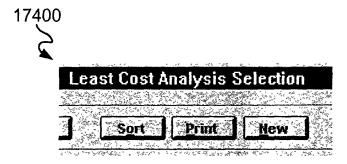


FIG. 174

Supply Patronage Sales	s∕Inv <u>" U</u> tilities <u>W</u>	indow. Help
<u>Supplier</u> Supplier Site	cost Contract Rolodex	Restaurant Owner/Org. Member
Distributor DC		
ltem Pr <u>o</u> posal		
<u>L</u> east Cost Analysis	Edit / View	Ctrl+Shift+Z
Contract	New (Using Previ	ous :

FIG. 175

Bid Proposal Name:	(None)	1	17600
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	*(/
Control of the Contro	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)		

FIG. 176

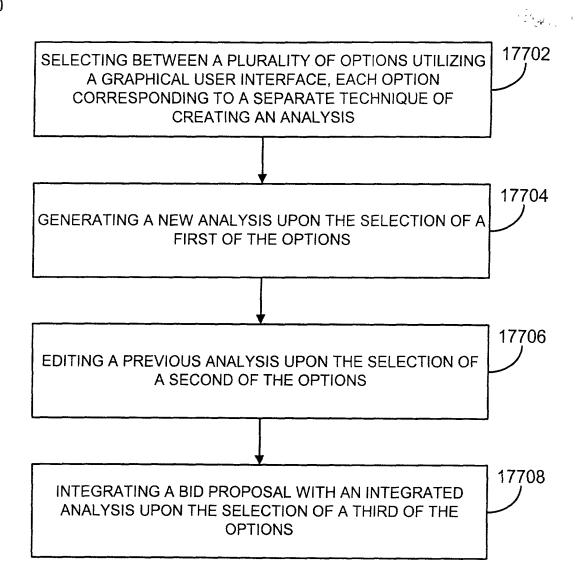


FIG. 177

17800 Analysis Name: Hash Brown Actual Analysis ID: 1036 Buyer: Dennis Clabby Period of Agreement: 10/1/97 THRU 9/30/98 Unit Of Measure: CASE(S)

FIG. 178

Version (1) of (9) Base version What is the max # of FOB points to allocate to each DC ? One FOB What is pricing method for this version? FOB + Freigh★ 0.0000 What is the RSI Invoice FOB Upcharge (Downcharge)?

Override RDC Truckload Validation?

Standard

Solution Strategy:

Last Revision: 9/15/97 1:04 PM <

No

FIG. 179

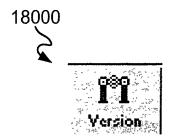


FIG. 180

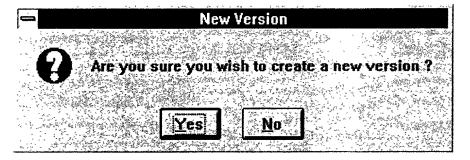


FIG. 181

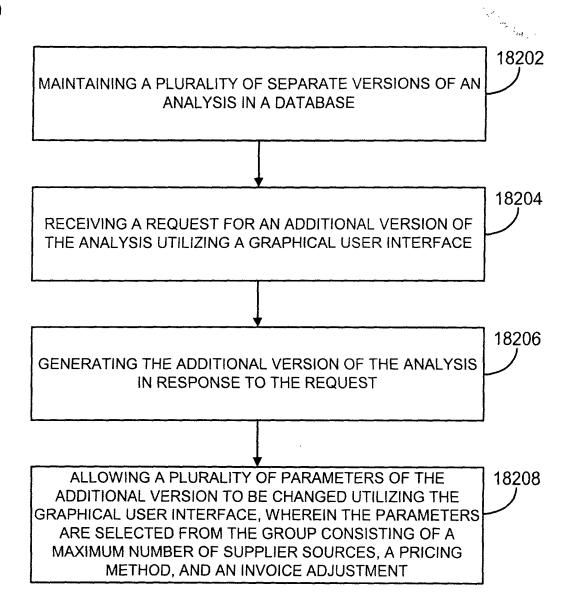


FIG. 182

Search Query Reset	
Query Values	. ∕. Rows Selected
Supplier FOB	Supplier FOB
DOP \$1	DOPACO-DOWNINGTOWN, PA
) \ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\	DOPACO-KINSTON, NC.
	DOPACO-ST. CHARLES, IL
	DOPACO-STOCKTON CA
· · ·	MPERIAL BONDWARE-SHELBYVILL
	18302

FIG. 183

18400 Item Description Conv. Factor 36 18402 FRIES-COATED (FRZN)

FIG. 184

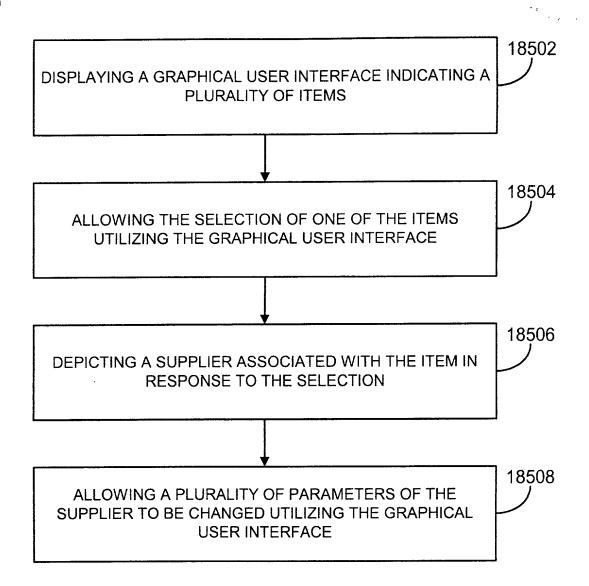


FIG. 185

tem Descri	ption 📜 🔆 🗽 🔭	Supplier FOB	
CUP-COLD 16 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 22 OZ CUP-COLD 32 OZ		DOPACO-DOWNINGTOWN, PA DOPACO-DOWNINGTOWN, PA	
Supplier Item Desc:	16 OZ COLD CUP	item No:	CP2942
tems per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	Б
kem Size:		Cases Per Pallet:	25
item Shelf Life:	<u> </u>	Stacking Allowed:	● Yes O No
	å∫ * - `+,,åv*.∛((† * + ,,å ho 40€	Mandatory	3.43 CUBIC FEET
Case Length:	<u></u>		
Case Width:	15.125		769
Case Depth:	17.75	Gross Weight:	29 28 POUND(S)
Case U/M	INCHE(S)	Net Weight:	27 28 POUND(S)

FIG. 186

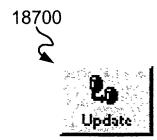


FIG. 187

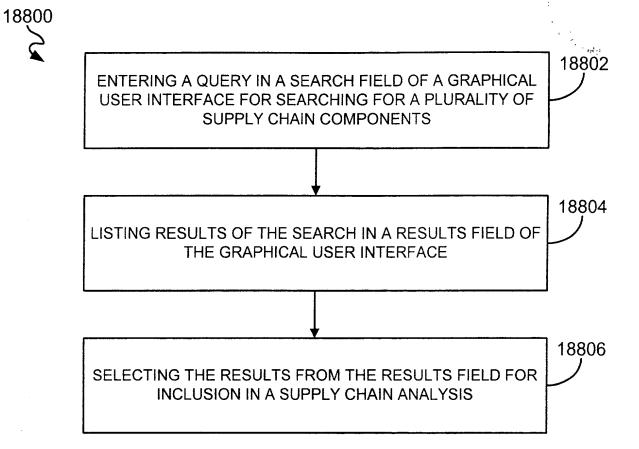


FIG. 188

Supplier	Terms	¥	SLPÆ	LT	Minimum	Maximum	8	includ	e ``~	Γ	t
CAVENDISH FARMS		ŧ	Pallet	Ŧ			•	Yes C	No	Ţ.,	3,
J.R. SIMPLOT COMPANY		±	Pallet	±			•	Yes C	No	X.	****
LAMB-WESTON, INC.		±	Pallet	Ł	200,000,000		0	Yes 🔲	No		_
The transfer of the state of th		ilio se Songo		1,475	ELL CONTRACTOR STATE		,	9440 1538/000	\$38 × 1.	3	لنيا
Supplie	r FOB			, I / L	Minimum 🖫	Maximum	127	Includ	e m		ا در
LAMB-WESTON, INCPASCO	,WA	Ä.		\$ 12	90,000,000	110,000,000					Ser of
LAMB-WESTON, INCRICHLA	ND WA			. 75/10	0	55,000,000					
LAMB-WESTON, INCAMERIC		ψĵ,	أديمون أأدواق	4397	90,000,000	110,000,000	•	Yes C	No		′

FIG. 189

Supplier State La Ter	ms.	SLP	LT	Minimum	Maximum	Include 1	. 4
ACCAIN FOODS		Pallet				🖸 Yes 🔘 No	
ESTLE FOOD COMPANY	<u>₹</u>	Pallet	±			● Yes ○ No	¥, (1
RE-IDA FÓODS	±	Pallet	±	225,000,000		● Yes ○ No	
and the state of t	an day sha	د این در این است. در این در این است.	S. A. S. S. S. S. P. Syr ad St. P.	t Child Allega (Spile School Contact and Children	MARIANA MARIANANAN	TO THE STREET OF THE STREET	lec.
Supplier F08	W. T.			Minimum	Maximum	Include	
ACCAIN FOODS, LTD PRINCE EDWA	RD ISLA	ND **		18,000,000	30,000,000	O Yes @ No	27,0
ACCAIN FOODS,LTDPORTAGE LE F	RAIRIE	35	dan K	45,000,000	50,000,000	C Yes (No	
ACCAIN FOODS, INC-OTHELLO, WA	15にマネボ	Town.		27,000,000	132,000,000	@ Yes O No	100

FIG. 190

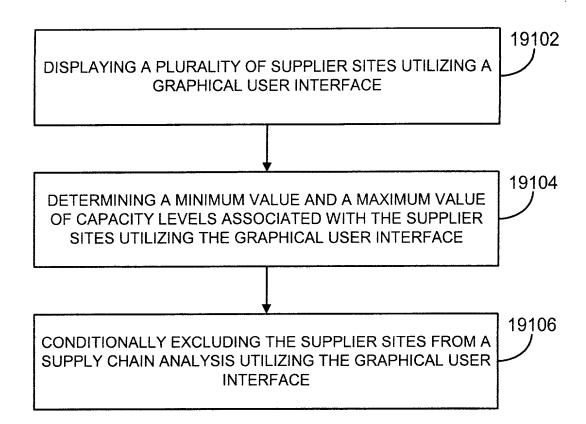


FIG. 191

Supplier	# Volume		
HUDSON INDUSTRIES	0		<u> i</u>
INTERNATIONAL DIVERSEFOODS	ENGLOS MANAGES		
SUPERIOR COFFEE & FOODS			
できた。	ane do Maria de La Caraca de Maria de Caraca de Ca Caraca de Caraca de C		
Supplier FOB	tem.	Cont FOB	# Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	D ************************************
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0 3 3 3 3 3 3 3 5 5

FIG. 192

Supplier	**	Volume :	\$884	ing the second
SSI FOOD SERVICES	0		Auto Callery Co.	
TEXAS AMERICAN FOOD SERVICE	0			
WHITEFORD FOODS A CONTROL OF THE PROPERTY OF T	/		·····································	建长表示。
The state of the s				

Supplier FOB them	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX BEEF - 77%	1.0026	0	· "
TEXAS AMERICAN FOOD SERVICE-TX BEEF 777%	1 0016	. 1	2,090,000 🐔
TEXAS AMERICAN FOOD SERVICE-TX BEEF - 77%	1.0010	-2	2,508,000

FIG. 193

Supplier	100 M	Volume	W. A. L.				
VENTURA FOODS				4-25			2.23
VENTURA FOODS	1	100,000					
Supplier F08		tem		Cont FOB	# Vol	ime	
VENTURA FOODS-CHAMBERSBURG, I	A MAYO-B	ULK WEST	5.00	8 9400	0	50 y 3 m 1 gr/	200
VENTURA FOODS CHAMBERSBURG, I	'A MAYO-B	ÚLK		8 8400	1 36		
ventura foods-chambersburg, i	PA SAUCE-E	BULK-TARTA	₹: 15	9 5100	10 27	age by t	2 1
VENTURA FOODS-CHAMBERSBURG, I	A SAUCE-E	BULK-TARTA	₹"	9 4100	-1 3294		A
VENTURA FOODS-CITY OF INDUSTRY	MAYO-B	ULK	ranga nga Tangan	9 1200	0 000	April 12	<u> </u>
VENTURA FOODS-CITY OF INDUSTRY	MAYO-B	ULK :	="", "","	9 0200	(1 [[[]]])	A STATE OF	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-E	JULK-TARTAI		9 5800	10 m	*5/3	1
VENTURA FOODS-CITY OF INDUSTRY	SALICE	OULK-TARTA	• Tag (**)	9 4800	4 184	73 1 4	

FIG. 194



Item Description	5,5,5° 2° 3° 3° 5° 5° 5° 5° 5° 5° 5° 5° 5° 5° 5° 5° 5°		Sup	plier FOB	, «.	- Same College	100	2 1
FRIES-COATED		CAVENDISH-PRI	NCE I	EDWARD) - 1 mg/n 5 mg/mg	Fr- med Act		النسار) (2 ي و و
FRIES-COATED		J.R. SIMPLOT CO	MPA	NY-HERM	STON			7 £
FRES-COATED		LAMB-WESTON	INC.	PASCO, V	VA:	F. 1		J
Distribution Center		Delivered	#	Volum	e in it.		44	•
AMERISERYE-OMAHA NE		0 3750	- ∉0	"是1985人"!	0			# 50 # EV
AMERISERVE PLYMOUTH, MN	\$155m	0 3850	္) 0		0 55			
AMERIŞERVE WALKEŞHA	: :57: 37:0 -	0.3670	. :(0	s,n . *	0 🚉	POR ER		
FLEMING FOODS-KAPOLE		0 4725	0	, " · · ·	0			
KING PROVISION-ATLANTA	2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	0 3950	. 0	ph k z	« D 🗟			

FIG. 195

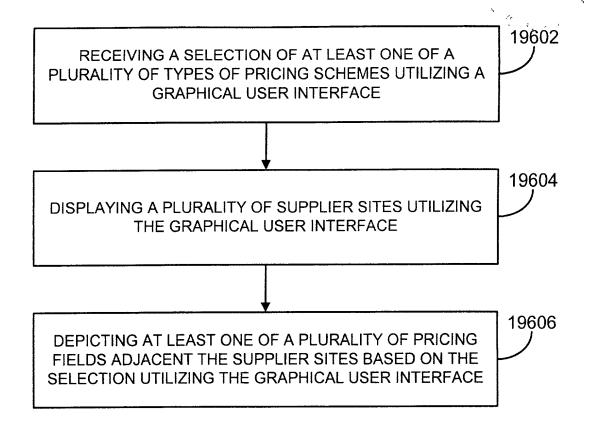


FIG. 196

Total Rest. Growth Amount 5 00% 19702	Usage Period 09/01/97 to 08/31/98		
Distribution Center	Current Rest. Count	Restaurant Projected Avg. Growth % Rest. Count	•
AMERISERVE/POST-ALBUQUERQUE AMERISERVE/POST-DENVER	27 35	5.00% <u>28</u> 5.00% 37	2
AMERISERVE POST-SALT LAKE UT AMERISERVE OMAHA, NE	166	5 00% 2 5.00% 174	

FIG. 197

, ,	ten i i i i i i i i i i i i i i i i i i i	Item Growth % Usage Period	1 Way
, ,	CHICKEN-PATTY	_0 OQ	Ħ.

	Distribution Previous Projected Center Usage Rest. Count	Coug. Aug. # DC/Item Projected Factor RM Growth Subsage	
200	AMER-OMAMA 44,035	98.49% 24.12 4.00% 49,205	
	AMER-PLYMOUTH 37,141 1777 1	00.00% 1 8.30 5 00% 40,823	44
-	AMER-MILWALK 38,520 188 1	00.00% 19.02 0.00% 42,909	

FIG. 198

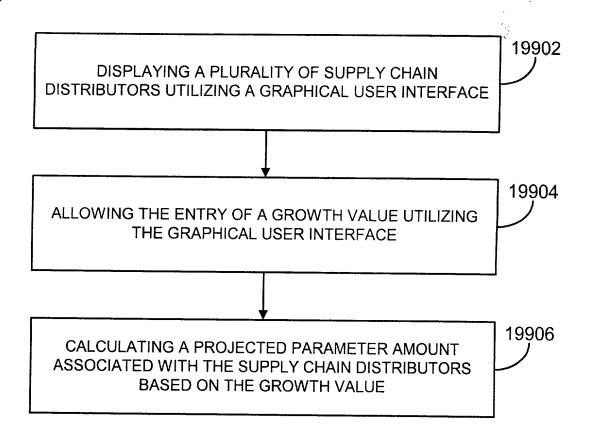


FIG. 199

CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, C	R	OR 99999
LAMB-WESTON, INCAMERICAN FALLS	ID American Falls	D 83211
Distribution Center	Lane Restriction	Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	C Solver C Required @	Excluded
AMERISERVE/POST-DENVER	C Solver C Required @	Excluded
AMERISERVE/POST-SALT LÄKE,UT	O Solver O Required @	Excluded
AMERISERVE-OMAHA, NE	O Salver O Required @	Excluded
AMERISERVE-PLYMOUTH, MN	O Solver O Required @	Excluded
A CONTRACTOR OF THE PROPERTY OF STANDARD CONTRACTOR OF STANDARD CONT	the second of the second section of the section of	and the same street and sales

FIG. 200

Supplier F08		Address	************** 1
CAVENDISH FARMS	Dieppe +	NE	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	98999
LAMB-WESTON, INC. AMERICAN FALLS ID	American Falls	P	83211
Distribution Center	Lane	Restriction	3 6
AMERISER YE POST-ALBUQUERQUE	○ Solver ○ (●	Required () Exc	luded
AMERISERVE/POST-DENIVER		Required () Exc	

FIG. 201

20200

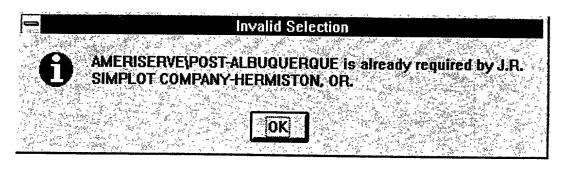


FIG. 202

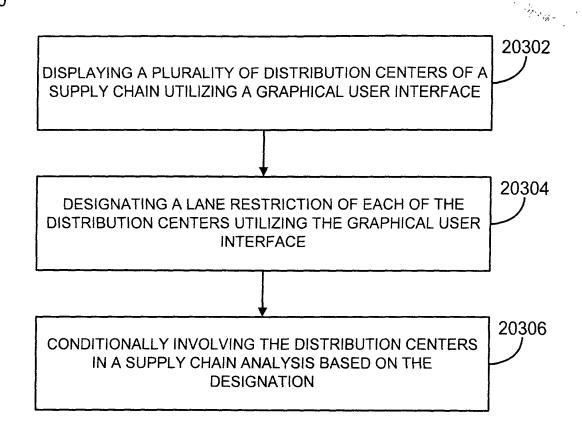


FIG. 203

Supplier FOB		Address	0-100738H.
CAVENDISH FARMS	· Dieppe / Live	NO NO	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC. AMERICAN FALLS ID	American Falls	D	63211/ · · ·
- 「「「「「「」」」 「「」 「」 「 」 「 」 「 」 「 」 「 」 「	ruckload Lane Freight Distance		
AMERISERVEIPOST-ALBUQUERQUE	1,617		
AMERISERVEIPOST-DENVER	1,277		
AMERISERVEIPOST-SALT LAKE,UT	691		

FIG. 204

Supplier F08		48.74	Address		1866 P. (18)
O.K. FOODS-FORT SMITH AR		Fort Smith		AR	72904
TYSON FOODS-GREEN FORRES TYSON FOODS-RUSSELVILLE AT		Green Forest Russelville			72638 72801
Distribution Weight Center	LTL 0 t Minimum	o 1,000 1,001 to LBS 5,000 LB	5,001 to 10,0 S 10,000 LBS 20,00	M to	2.3
PS-ATLANTA 15,000				1 10	200
PS-BURLINGTON 15,000	400.00			1.20	*** (4)

FIG. 205

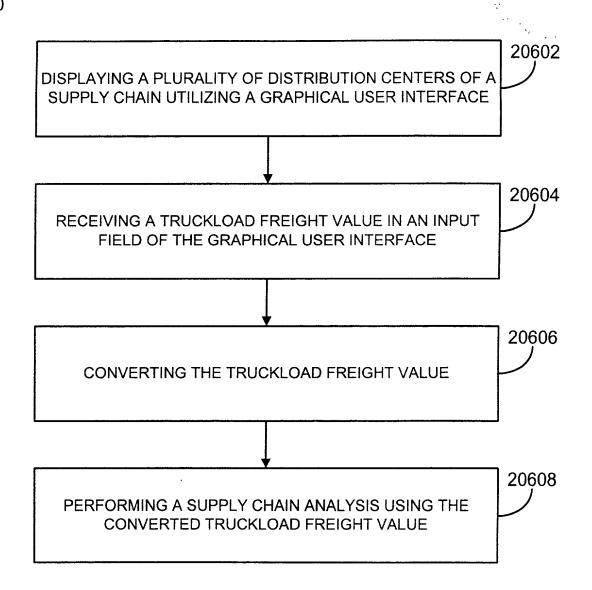


FIG. 206

	Analysis Region Force FOB
-	MCCABE-PORTLAND/RMW-ANCHORAGE Ves O No
-	Distribution Center Name Site Role
1	MCCABE QUALITY FOODS-PORTLAND Corporate & FOB Point RESTAURANTS MY-ANCHORAGE Corporate & FOB Point

FIG. 207

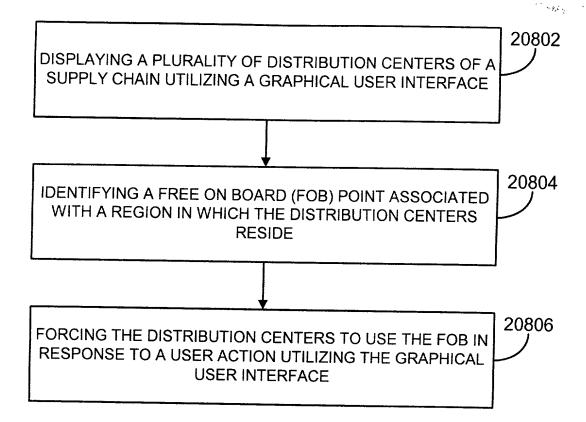


FIG. 208

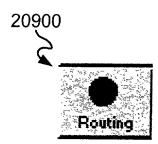


FIG. 209

Report Selection Report Type		Report Name:		
Optimal Product Routing	1	Freight Information Provided	1	Ĭ
		Freight Information Provided	•	
Report Parameters		LTL Routing Grid By Lane	12.	Ė
Supplier: (All)		Routing Results By Lane		
Supplier FOB: (All)		Routing Results By Lane, Item		
Distribution Center: (All)		Routing Results w/RDC Breakout By Lane		F. S. Sad
	Times.	Routing Results w/RDC Breakout By Lane, Item	्रक्ष व	ľ
		TL Freight Variance Analysis	-	
Version: Base Ve	ersion	The Property Comp. S. Comp.		

FIG. 210

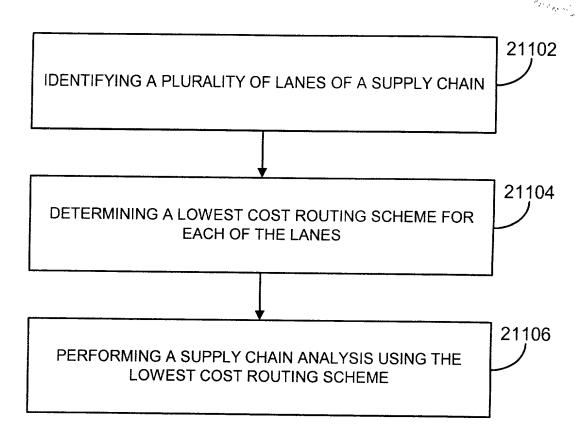


FIG. 211

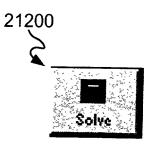


FIG. 212

21300	
2 2	1302
Report Selection Report Type	1 - A - mar - married
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume Comparison Reports	
Cost Matrix Preview Optimal Product Routin	
Tab Reports	
**	<u> </u>
	lew Capacity & Prices

FIG. 213

Awarded Volume by Item - Detail

Awarded Volume by Item - Detail

Awarded Volume by Item - Freight Awarded Volume by Item - Summary

Competing DC Freight Analysis by Item

Lane Assignment Matrix

Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (with conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:

Report Name:

Assigned Volume Percentages (no conversion)

FIG. 216

21700

Comparison Reports

Report Name:

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

FIG. 217



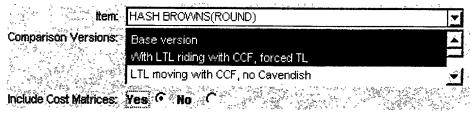


FIG. 218

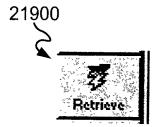


FIG. 219

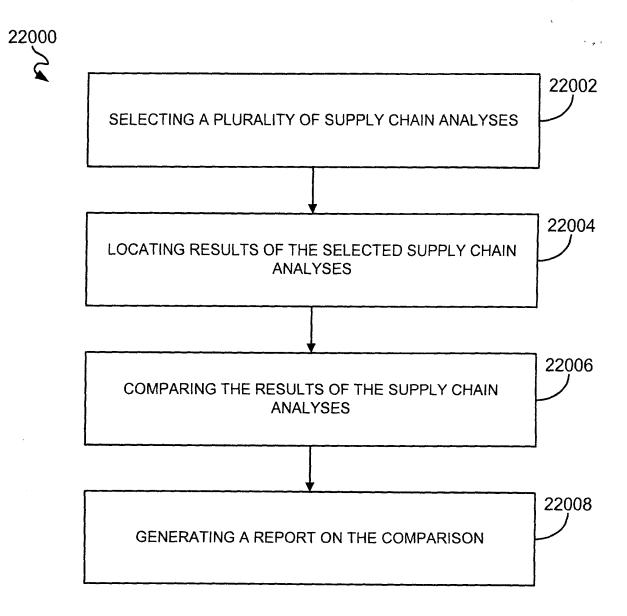


FIG. 220

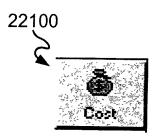


FIG. 221

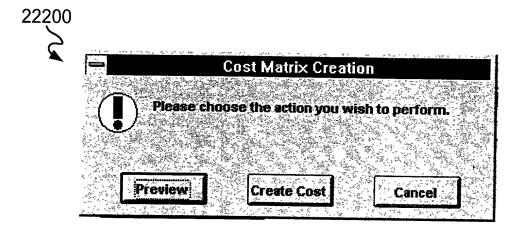


FIG. 222

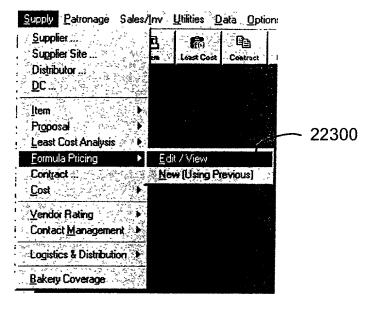


FIG. 223

Formula Pricing - BE	EF - 77% - 04/06/98	<u> </u>
General Info Pricing	Freight Formulas Block Cost Adjustments	
	Pricing ID: 12	
	Description: Beef Pricing 04/06/01	
	Item: BEEF - 77%	
	Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01	
	Regin Date: 03/15/01 End Date: 03/28/01 ent Amount: 0.0000	
TOD Aujusuis	TRANSPORT U.0000	

FIG. 224



Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM: 75% TRIM		E 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	2 2 2 2 2 2 2 2		3	FRZN Dom 38% Lean Bl	IMP AUS 10% LEAN	25 17 m 647
3/23/98	0 8800							0.9950		* ***	ก 95กก	Beef 0.796
3/24/98	0 8800		0.9149		0.9224			1.0500			0 9600	
3/25/98	0 8800	0 9150	0.8857	0 9100	0.9224	0 9800	1 1000	1,1500	1 2000	0 9500	0 9300	0.920
3/26/38	0 8850	0 9155	0 8945	0 9190	0.9275	0 9855	1 2000	1.2500	1 3000	0 9600	0 9500	1.000
3/27/98	0 8900	0 9200	. 0.9344	0 9600	0.9275	0 9855	1 0000	1.0500	1 1000	0 9550	0 9800	0.840
3/30/98	0 8800	0 9300	• 0.9441	0 9700	· 0.9318	0 9300	0 9995	0.99 98	1 0000	0 9870	0 9650	0.799
3/31/98	0 8860	0 9160	0.9539	0 9800	0.9412	1 0000	1 1000	1.1250	1 1500	0 9550	0 9870	0.900
4/01/98	0 8700	0 9200	[∞] 0.9393	0 9650	0.9224	0 9800	1 2000	1.2300	1 2600	0 9630	0 9630	0.9840
4/02/98	0 8500	0 9400	0.9490	0 9750	0.9318	0 9900	1 0000	1.0250	1 0500	0 9540	0 9870	6.8200
4/03/98	0 8515	0 9700	∨ 0.9539	0 9800	0.9412	1 0000	1 1900	1.0750	1 0500	0 9580	0 9870	0.8600
* *\$^* !	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	: 1 095 0	1,1210	C 0 9572	0.9659	0.8760

FIG. 225

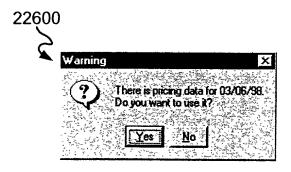


FIG. 226

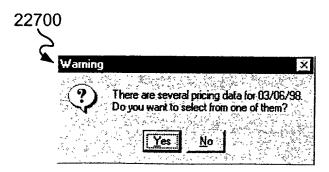


FIG. 227



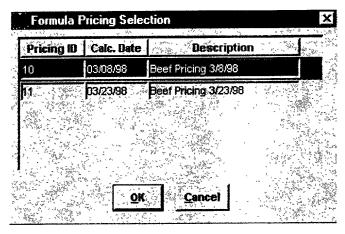


FIG. 228

Formula Pricing - BEEF - 77% - 04/06/98	
Seneral Info Pricing Freight Formulas Block C	Cost Adjustments
Supplier F08	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108
Material Type	ight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	· 0.0000 *** *** *** **** **** **** **
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229



5. 148 M	FO	SOTR .	FDG	STR ·	FD7	3TC 🍇	FD	OLC -	Ç≰ç: FD≇	SLN	, , . FD90	LC }	IMA	198 14 14	SOLF	B 4200	Total
Formule	Pet.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pet.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
AFS-1	0.3120	0.2871		- 132	X2/4:-	1 (200)	B. 2		-3,77	1 28 July 1						0.0911	-
. ≥ 1.VK	-	0.1295		0,1949	0.1400			2 200		, , ,					Tarrenson 4		2.9941
3S-1		0.3042		20196	きがた。	1499		6. A.	<u>=', ~; }</u>	" gal Fiels			***************************************	0.3549		0.1303	8,986
S&C-1	0.2414	4 0.2200	1321	د بايدريم آمري د ايدوريم	\chi		0.2179	0.2026	0.2179	0.2153		0.2386		2 2 7		0.0956	8.972
SER-1	0.3250	0.2926	- 1	1.34.4		3.2		1	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	- /	0.1750	~~~~~	0.3650			0.1236	8.9684
TEX-1	0:3090	0.2766	\$ 477 T		ruga e giri	73.4	\$9 (\$ J.)	- L.,.;		IN WHAT IN		0.3802				0.0896	
MH-1	0.3250	0.2958	عيمر څاي -	- T	` 'y'			~{%- · i,	14% 1.73 14.45 14.			0 1969		-		0.1230	8.9765
MS-1	0.332	5, 0.2977	1.8		1.9%		7.1	To 18 1, 3	m 35 12€	144	0 4675	0.5165	0.1000	0.0986	8.1000	8.0890	: 1.001£
											State of the state						

FIG. 230

eneral info	Pricing Freight Fi	ormulas	Block Cost	Adjustments	1		
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?	
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222		
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792		
GS-1	0.9866	.0.98	\$1.0037	0.1287	\$1.1324	· P	
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178		Burko karanta kana dalah d Burko kana dalah dala
SER-1	0.9684	0,99	\$0,9831	0.1325	\$1.1156		
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299		
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<u> </u>	ni n
WIS-1	1.0018	0.98	\$1.0202	≟. 0.1334 ∵	\$1.1536		
			يَرْكُون تَهِيوُدُ إِنَّ هُرَا هَيْ			A STATE OF THE STA	
				· 建筑 (1) · 10 · 10 · 10 · 10 · 10 · 10 · 10 ·			
		i vak	Part and State of the				
							(1) (1) (1) (1) (1) (1) (1) (1) (1) (1)
			edity which i				
					나를 한번째 않		

FIG. 231



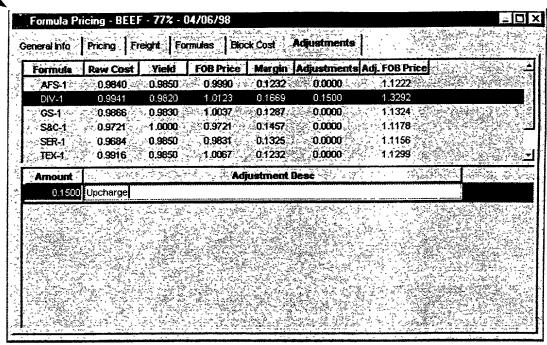


FIG. 232



FIG. 233

FIG. 234



; Formula Maintenance			3 E	×
Formula (D)	Descri	ption 🛸 🌞	Short Name	<u>.</u>
5 AMERICAN FOOD SERVICE	American Food S	AFS-1	· · · · · · · · · · · · · · · · · · ·	
DIVERSITY FOOD PROCESSING - VIRG	Ir DIV Formula - 1b	DIV-1		
8 GOOD SERVINGS PRODUCTS - NH Number of Rows: 14	Good Servings Fo	rmula 1	GS-1	
Material Type		Begin Date	Percentage	
Fresh Domestic 50% Trim		10/03/1997	31.2000%	**************************************
Fresh Domestic 73% Trim		10/01/1996	20.0000%	
Fresh Domestic 85% Lean		10/01/1997	5.0000%	لت
Fresh Domestic 90% Lean		10/01/1997	18.8000%	iga Tapa
Number of Rows: 5			100.0000%	

FIG. 235

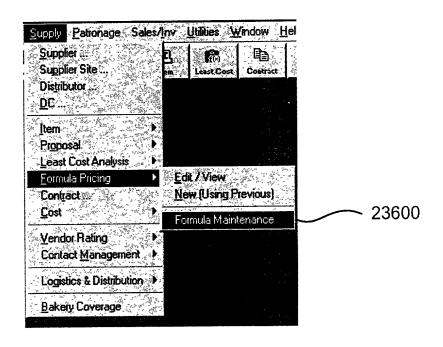


FIG. 236